

# THE NATIONAL PROVISIONER

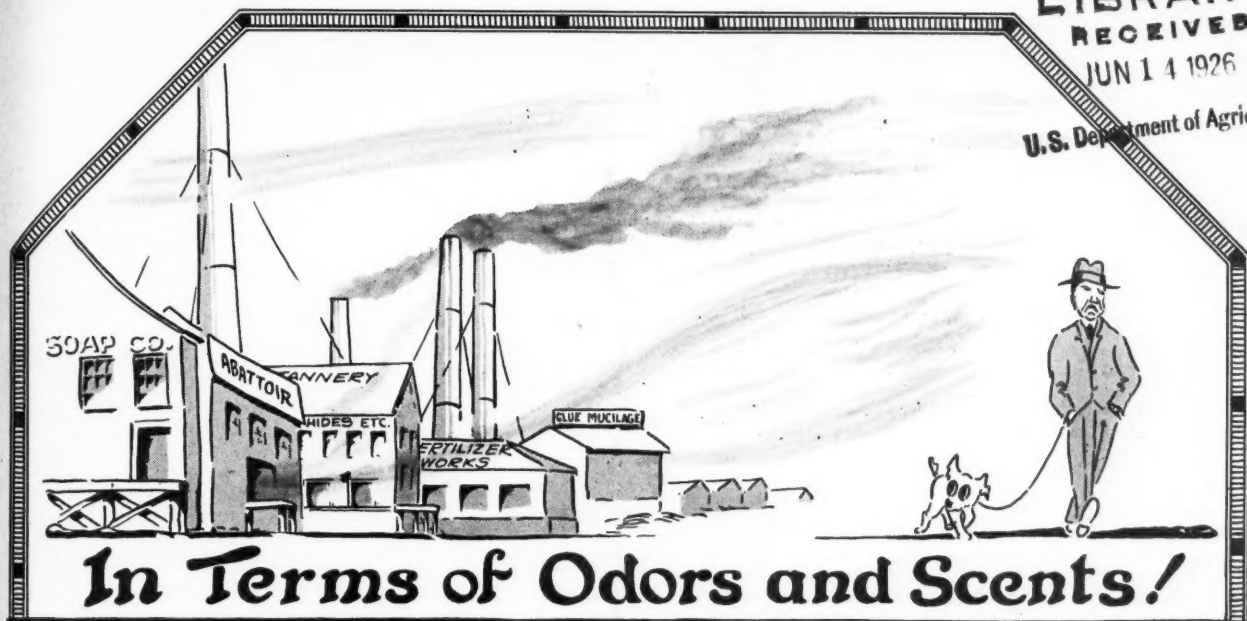
CHICAGO AND NEW YORK

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JUNE 12, 1926

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JUN 14 1926

U.S. Department of Agriculture



Turn Odors and Scents into Dollars and Cents—gained by improved public opinion.

The Chlorine Process to eliminate noxious odors about a packing plant, rendering works, garbage incinerator, etc., invented by Professor Yandell Henderson and Dr. Howard Haggard of Yale University is now offered to the industry exclusively by this country-wide organization.

Numerous successful installations are in operation.

The process will be installed on trial at any plant—and will be removed without cost to the operator if it fails to destroy objectionable odors.

Avoid law suits—injunctions—and aroused public opinion this summer.

Eliminate those odors now!

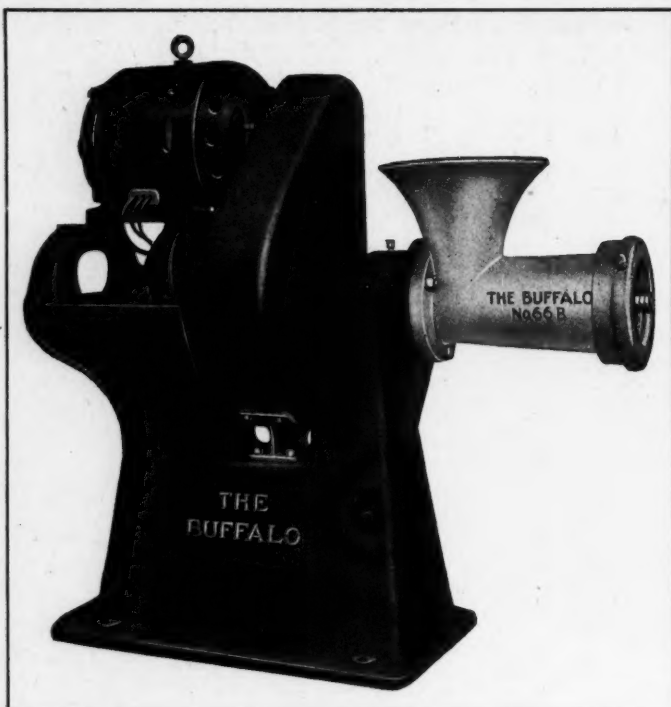
Can't we send one of our engineers to see you? No obligation.

## WALLACE & TIERNAN CO., INC.

Manufacturers of Chlorine Control Apparatus

NEWARK, NEW JERSEY





## "BUFFALO" Grinder

### 6000 pounds in 57 Minutes

is the quantity of pork one man ran thru the 3/16" plate of the "BUFFALO" *without heating the bearings or meat.*

Bearings won't heat if properly lubricated because special device prevents meat or meat juices from leaking into bearings and oil from leaking out of the bearings into the meat.

Meat run once thru the fine plate of the "BUFFALO" Grinder is equal to meat run thru ordinary machines twice.

That's why the "BUFFALO" saves 50% in time, labor and power — increases production 100%.

It's cheaper to replace your old grinding machines with a "BUFFALO" than to continue to operate them.

Made in five sizes with motor or tight and loose pulley.

*Write for prices and list of users*

### John E. Smith's Sons Company

Mfrs. of "BUFFALO" Silent Cutters, Mixers, Stuffers and Grinders.

50 Broadway,  
Buffalo, N. Y.

4201 S. Halsted St.,  
Chicago, Ill.

Douglas Wharf,  
Putney, London, Eng.

#### Some Users and What They Say

"We have used your new 66-B 'Buffalo' Grinder continuously every day, and it has done the work perfectly and at no time have we had the least trouble with it. We recommend this machine to any packer who wants a real grinder."

A. LOFFLER PROV. CO., INC.,  
Benning, D. C.

"The 'Buffalo' Grinder has done everything that has been expected of it, and we cannot recommend it too highly. We have had various kinds of machinery previously, but none have performed as efficiently and satisfactorily as your 66-B Grinder."

CHRIS. GROZINGER CO., INC.,  
Brooklyn, N. Y.

"Our head sausage maker says it's a Dandy and likes it first rate."

CENTRAL MARKET CO., INC.,  
Bangor, Me.

"After using your latest model grinder for nearly two years, I am glad to inform you that it has given us perfect satisfaction and absolutely no trouble."

ARNOLD BROS.,  
Chicago, Ill.

"We are not only satisfied with its work and construction, but were surprised at some of the results obtained. We found it to cut one thousand pounds of beef directly through the fine plate, one cutting, in nine minutes. This is far ahead of any other machine we have so far used or heard of, for the same purpose."

ADOLF GOBEL, INC.,  
Brooklyn, N. Y.

"We find that it turns out more and better product with less power than any grinder we have ever used. We also like the chain drive very much, as this machine practically makes no noise at all in operation."

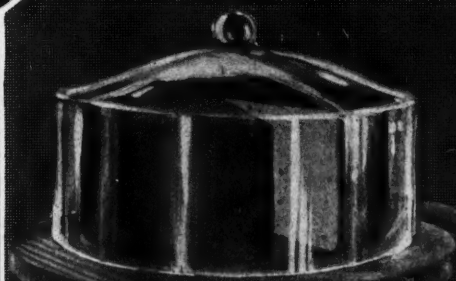
"We are so well satisfied that we are glad to tell you now that we would not use any other grinder and that is why I bought two for our Albany plant."

ROCHESTER PACKING CO., INC.,  
Rochester, N. Y.

"In a test, recently, we cut beef, in large chunks, directly through the fine plate, at the rate of over 3,000 pounds per hour. This is about triple as much as we could do with our other machine, and the condition of the cut meat was the best possible."

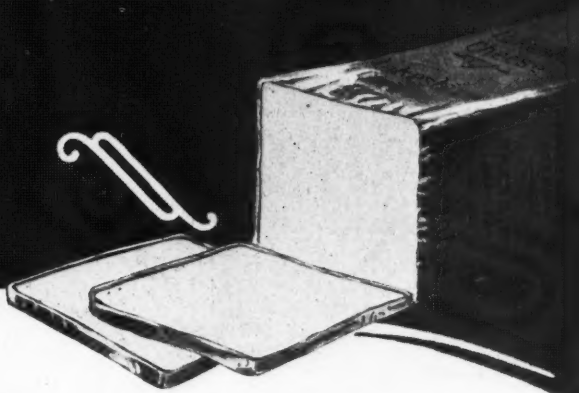
"The machine, through its chain drive, operates noiselessly, and its strong construction, heavy shaft and roller bearings, place it in a class by itself. We highly recommend it."

ZION NATIONAL KOSHER SAUSAGE  
FACTORY, INC.,  
Bronx, N. Y.



You Can Give Your  
Customers This Fine  
Cheese They Like—

In This Improved  
and More  
Profitable Form



## Lakeshire Loaf Cheese

**I**T'S the rich, tangy, palatable flavor that so many of your cheese customers want when they insist on old-fashioned bulk cheese—a flavor that they think they can't get in loaf cheese.

But have you offered them **LAKESHIRE**—the loaf that *retains* the fine natural flavor, the food value, and the excellent cooking qualities of the selected bulk cheese from which it is made?

What a change it makes in cheese buying habits when these old "stand-patter" cheese connoisseurs get a nibble of **LAKESHIRE**! They prefer loaf cheese, of course, *when they find the loaf cheese that combines the good qualities they look for*. Why shouldn't they? It's more convenient, easier to serve, and sure to keep clean.

And you'd rather sell it too—wouldn't you? Easier to stock and handle; less cutting,

weighing and wrapping; less waste and more profit—you know those advantages, and a dozen others.

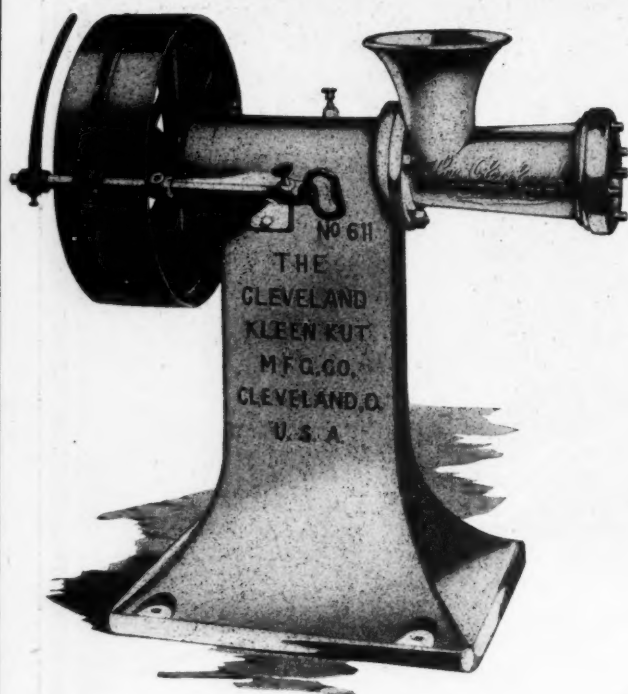
But here's the thing to remember about **LAKESHIRE**—*it's the loaf cheese that retains the "natural" cheese flavor and cooking qualities of the bulk cheese from which it is made*. That's the thing that has put it over—**BIG**.

If you want to test the profit possibilities of that kind of cheese, order a trial shipment and get the verdict of your own customers. They're the folks you want to please. We'll rest our case with them, because we know if you ever give them a taste of **LAKESHIRE** they'll never let you quit buying.

Six delightful varieties—American, Pimento, Swiss, Caraway, Brie-Denzer, Brick—foil-wrapped in 5-pound loaves and one-half pound cartons.

**The Lakeshire Cheese Co.**  
(Formerly The Brookshire Cheese Co.)  
**Plymouth ~ ~ ~ ~ ~ Wisconsin**  
174 Duane St., New York City





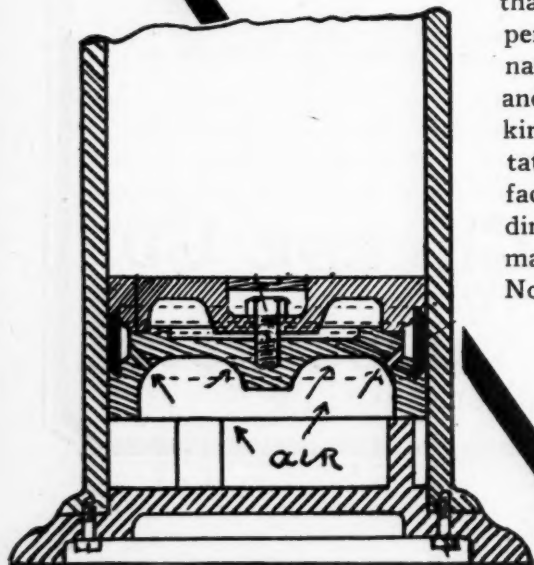
*More Sausage  
Dollars  
for YOU*

For further particulars write  
The Cleveland Kleen-Kut Mfg. Co.  
5501 Denison Ave., Cleveland, Ohio

## Thou Shall Not Pass!

To prevent Air passing the piston of an Air Sausage Stuffer was a task which we set out to accomplish.

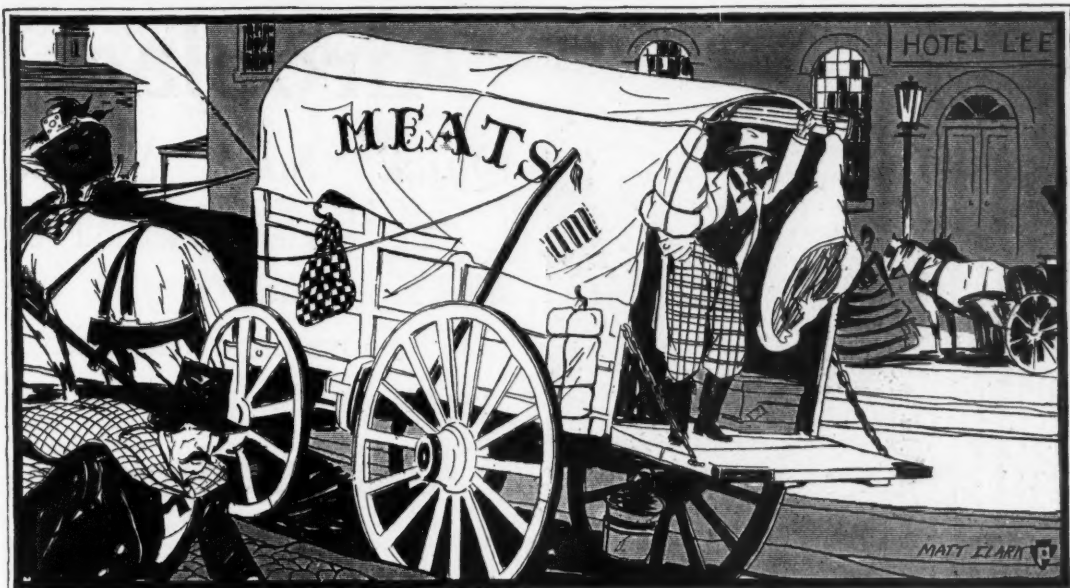
The fact that we guarantee an absolutely air and leak proof Stuffer piston is evidence that we succeeded. The Superior Stuffer Piston eliminates Stuffer troubles once and for all—it's made for all kinds of Stuffers. For quotation and interesting facts, send us the inside dimensions and name of maker of your stuffer. No trouble to install.



**Van Hooydonk  
& Schrauder**

P. O. Box 67  
MONROE, MICH.





## Fresh Meat a la "Cart"

Many of us still remember when a la "cart" delivery was the only kind the packer had to worry about. The immediate neighborhood constituted the entire market. Then came the refrigerator car, opening the markets of the nation to whoever could win them.

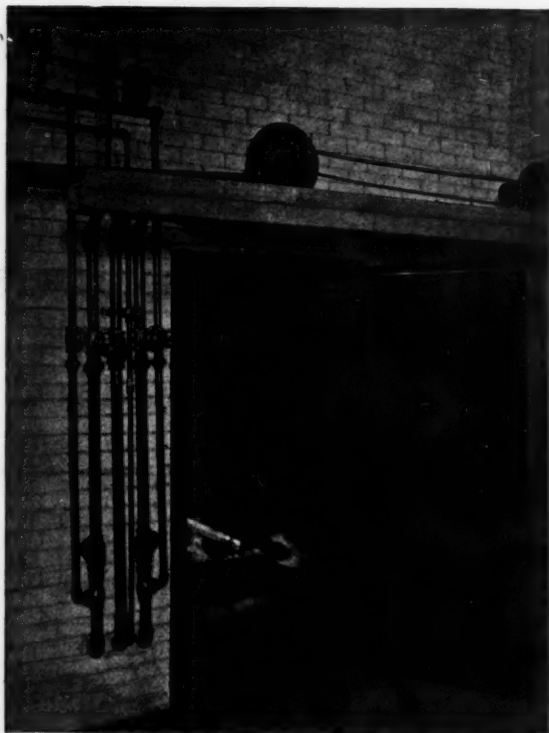
Are you equipped to take full advantage of these markets? Are you sure at all times of as many clean, well-built and well-insulated cars as you need? You can't be unless you exercise control of the cars your business demands.

Such control does not necessarily mean ownership. Through North American Leasing Service packers all over the country have the full use of spic-and-span, strictly modern brine-tank refrigerator cars at minimum cost—without the expense of periodic upkeep or seasonal idleness, without depreciation or obsolescence charge-offs and without the heavy capital investment that ownership involves.

Let us send you our folder on this important subject.

North American Car Corporation, 327 South La Salle St., Chicago, Illinois

**North American**  
**CAR LEASING SERVICE**  
 CHICAGO • TULSA • NEW ORLEANS



# Airolblast

**Quick Safe Simple**

The modern method of smoking meats.

The automatic heat control assures results.

## Airolblast

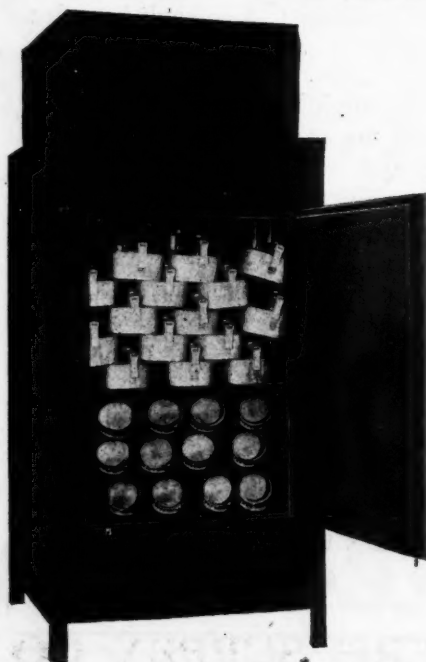
has eliminated smoke-house troubles and added profits to scores of packers and sausage manufacturers.

**B. F. NELL & COMPANY**

620 W. Pershing Road

Chicago, Ill.

# A Ham Cooker That Is Different



## The Globe Ham Cooker

Licensed to manufacture under the  
Trescott Patents.

### What It Does

Saves 3% to 5% in Shrinkage  
The Most Economically Operated  
Saves Labor, Fuel and Floor Space  
Improves Quality and Flavor

### Automatically Controlled

Cooker does not need an attendant after  
once adjusted until cooking is finished.  
It will pay you to investigate this Improved Ham Cooker.

*Manufactured and sold by*

## The Globe Company

*Mfgs. of Packing House Equipment*

822-26 WEST 36th STREET  
CHICAGO

This apparatus and the process to be practiced therewith are protected by U. S. Letters Patent Nos. 1,328,147, dated May 15, 1917, 1,233,000 dated July 10, 1917, and 1,286,955 dated February 19, 1918.

# Why Do Up-to-date Sausage Makers Prefer Our New Type "BOSS" Machines? Because They Are Best for High Grade Sausage and the Biggest Profit Earners for Their Users



## New "BOSS" Jumbo Grinder

Patent applied for.

Wonderfully Efficient for Fast  
Work and Heavy Duty.

Has Steel Cylinder, Feed  
Screw and Ring, also Roller  
Bearing Shafts.

Motor is encased in heavy  
housing with ventilating doors.  
Motor stand is adjustable to  
keep Silent Chain taut.



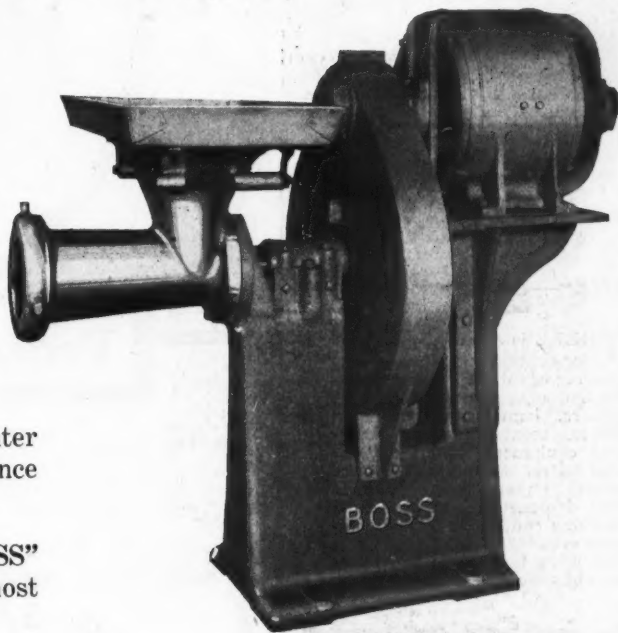
Insert shows encased  
motor with pinion  
and silent chain.

## We Lead Others Follow

Old Reliable  
"BOSS" Grinder  
With Interchangeable  
Shaft Box and  
Marine Bearings

We were first to mount Motors on outer  
column of Grinder Stand, which has since  
been generally adopted.

Now we again lead with our new "BOSS"  
Jumbo Grinder, of entirely new and most  
practical design.



## THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO



# PITTSBURGH COILS

**E**LECTRICALLY Welded, continuous — no pipe fittings. Before leaving our plant each Pittsburgh Coil is tested under air pressure while submerged in water. Leak-proof when shipped, reaches you leak-proof, stays on the job leak-proof.

All shapes, descriptions and sizes, made from Wrought Iron or Steel Pipe, Copper or Brass Tubing, for use in Brine and Ammonia Circulating Systems.

Welded Ammonia Receivers  
Welded Headers  
Accumulators



**PITTSBURGH PIPE COIL & BENDING CO.**  
P. O. Box 975, PITTSBURGH, PA.

Let us quote on your Coil requirements. Send us blue print or rough sketch.

1

## 12 Packing Companies

Now Using

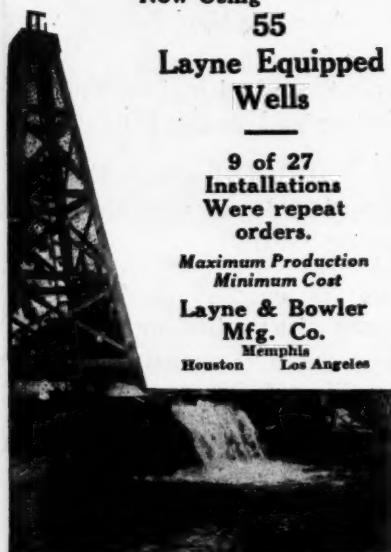
55

**Layne Equipped Wells**

9 of 27  
Installations  
Were repeat  
orders.

Maximum Production  
Minimum Cost

**Layne & Bowler  
Mfg. Co.**  
Memphis  
Houston Los Angeles



## OAKITE CLEANS

*better—cheaper—faster*

**T**HERE is an easy, quick way for superintendents and purchasing agents of packing plants to find out how to clean ham boilers, ham racks, trimming tables, meat choppers, floors and equipment better, cheaper and faster. Simply ask to have one of our service men call. He will demonstrate, under actual working conditions. Then compare results. A post card to us will bring him to you. No cost or obligation.

## OAKITE

Industrial Cleaning Materials and Methods  
OAKITE IS MANUFACTURED BY OAKLEY CHEMICAL CO.  
104 THAMES ST. NEW YORK N.Y.

## Open the Slide—Meat Discharges

that is the simple method of  
the self-discharging new

## Perfection Silent Cutter



### The Perfection Silent Cutter

There are no cumbersome gears, shafts, levers, or other mechanical devices to manipulate. Just open the gate and meat discharges into the truck underneath.

Why not investigate this new Silent Cutter now?

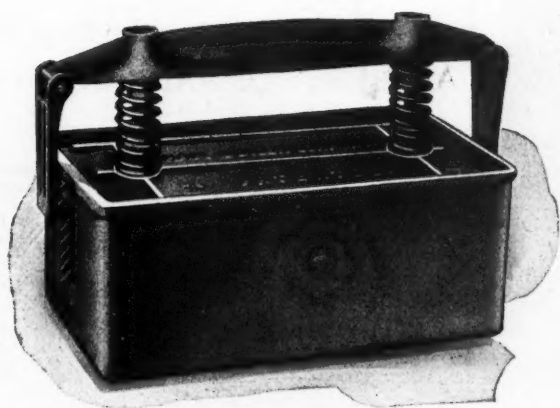
## R. T. Randall & Co.

331 and 333 N. Second St., Philadelphia, Pa.

# A Good Investment

An outlay for Adelman Ham Boilers is not an expense but an investment. The saving in shrinkage and superior product with resultant increased sales proves this.

Leading packers and provisioners continue to equip with them exclusively. There must be a reason.



Made in oval and square shapes

## Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.

## Chop more at less cost with "Enterprise" No. 156

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3/4", running 300 r.p.m. with 5 to 7 h.p.

No gears. Pulleys are placed directly on socket shaft.

"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a corresponding size of geared

chopper.

Distance from ring to floor is 26 1/2 in. Carriers can be run under chopper.

Four sets of the famous "Enterprise" knives and plates furnished with each chopper (including knife and plate for fat).

Ask for chopper catalog. There's a size and style for every need, hand, steam, or electric, in the "Enterprise" line.

**THE ENTERPRISE MFG. CO., OF PA.,**  
**Philadelphia, U. S. A.**

No. 3



**MATHIESON**  
**Chemicals**

Anhydrous Ammonia  
Aqua Ammonia  
Caustic Soda  
Soda Ash  
Liquid Chlorine  
Bleaching Powder

THE MATHIESON ALKALI WORKS INC.  
230 PARK AVE., NEW YORK CITY

PRODUCED IN  
CHICAGO  
CHARLOTTE

Deal direct with the Manufacturer

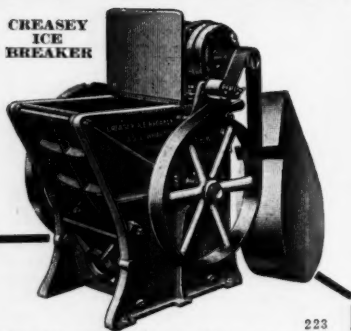
If You Buy a

**DICK  
STEEL  
CLEAVER  
KNIFE**

You Are Getting the Best That Can Be Made

**ALBERT JORDAN CO.** Sole agents for **PAUL F. DICK,**  
20-26 W. 22nd St.,  
New York, N. Y. **Esslingen a. N.,**  
**Germany**

**CREASEY  
ICE  
BREAKER**



**CLEAN ICE** without dirt and wood splinters is produced by the Creasey Ice Breaker. Cutter knives last longer with fine, uniformly broken ice, and output is increased. Breaker can be set where most convenient, as it comes complete with driving motor.

**COCHRANE CORPORATION**  
3139 N. 17th St., Philadelphia, Pa.



### The "United" Improved Sausage Mold

Identify your product by using the improved patented clasp lettering mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.

Mold furnished with or without letters.

Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you write us direct.

**United Steel & Wire Co.**  
**Battle Creek, Mich.**  
**Atchison, Kans.**

The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.

See pages 62 and 63 for Classified Advertisements

**PATERSON PARCHMENT PAPER CO.**  
**PASSAIC, NEW JERSEY**



# *The* **G-Boy**

## **Scores a Genuine Triumph**

The enthusiastic welcome given the G-BOY, Graham Brothers new one ton-truck, has established this fact:

It is recognized at once as a real—a major—contribution to commercial haulage.

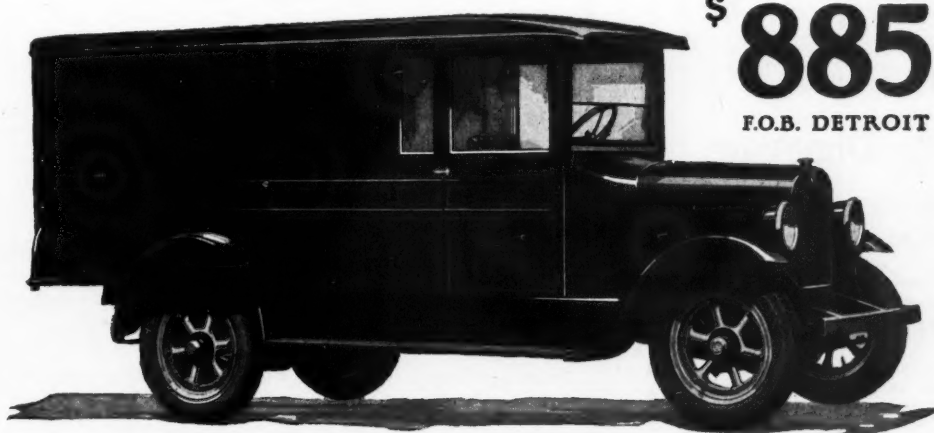
Revolutionary improvement in balance effected by a new system of weight distribution, compact wheel base, ease of handling, generous body capacity, advantages of the ever dependable and always economical Dodge Brothers engine—all these important factors enter into the G-BOY'S marked success.

And then the price! So low that only Graham Brothers, the largest exclusive truck makers, with huge buying and building capacity, could possibly achieve it.

### **GRAHAM BROTHERS**

Evansville — **DETROIT** — Stockton  
A DIVISION OF DODGE BROTHERS, INC.  
GRAHAM BROTHERS (CANADA) LIMITED—TORONTO, ONTARIO

**CHASSIS**  
**\$ 885**  
F.O.B. DETROIT



# **GRAHAM BROTHERS**

# **TRUCKS**

**SOLD BY DODGE BROTHERS  
DEALERS EVERYWHERE**



MEAT TRUCK NO. 26

Watertight body of heavy gauge galvanized steel; easy to clean; mounted on two 40" dia., 3" face steel wheels.

## OVERALL DIMENSIONS

	Length	Width	Height	Weight
Tank .....	42"	26"	18"	
Truck .....	56"	42"	45"	260 lbs.

**MARKET FORGE CO.**

EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our catalog

**Non-Stop Records in Branding**

Everhot Branding Torches meet the packers' greatest requirement—**SPEED.**

Everhot Torches make speed records.

The branding iron heats up quickly to proper temperature and stays there for hours. No stops to re-heat irons.

Everhot No. 1500-A is designed especially for packers. The one-gallon tank hangs from the operator's shoulder. Naturally the whole unit is portable. The Torch itself is light and easy to operate. Burns ordinary gasoline.



Everhot No. 1500-A is designed especially for packers.

Write us for full information and prices

**EVERHOT**  
America's Brand Makers  
**EVERHOT**  
MANUFACTURING CO. MAYWOOD, ILLINOIS

Write us for information and prices on

H. & H. Electric Ham Marking Saw  
H. & H. Electric Pork Scribing Saw  
H. & H. Electric Beef Scribing Saw  
H. & H. Electric Fat Back Splitter  
Calvert Bacon Skinner  
United Improved Sausage Molds  
Monel Metal Meat Loaf Pans  
Adelmann Ham Boiler  
Jelly Tongue Pan  
Maple Skewers  
Knitted Bags

**Best & Donovan**

332 South Michigan Blvd.  
Chicago, Ill.

**BAGS**

for

Fertilizer  
Tankage  
Sausage

Beef  
Pork  
Mutton

Ham and Bacon Slips, Barrel Tops, Sheetings,  
Beef and Butter Cloth, Wrapping Burlap, etc.

Importers and Manufacturers

**Central Bag & Burlap Co.**

Office and Factory

4523 S. Western Blvd.,

Chicago, Ill.

**PACKERS  
GET**

*"More land per hog"*

By Using Bannon Separators  
in the Rendering Plant

**The BANNON COMPANY**

32 Illinois St. BUFFALO, N. Y.

**BORIC ACID**

A natural ingredient of many fruits and vegetables

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash.

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, and onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

**PACIFIC COAST BORAX COMPANY**

Chicago

100 William St.  
NEW YORK

Wilmington, Calif.

# **Beef Bungs**

## **“Your Kind”**

---

**The Original Firm—Established 1868**

**S. OPPENHEIMER & CO.**

**96 Pearl Street  
NEW YORK**

**2700 Wabash Avenue  
CHICAGO, ILL.**

**HAMBURG**  
Luisenhof 8

**LONDON**  
47-53 St. John St.  
(Smithfield)

**WELLINGTON, N. Z.**  
Boulcott Street

**Foreign Correspondence Invited**



# "NIAGARA BRAND" Genuine Double Refined Saltpetre (Nitrate of Potash) and Double Refined Nitrate of Soda

Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I.  
 MANUFACTURED BY **BATTELLE & RENWICK**  
 Established 1840

80 MAIDEN LANE  
 NEW YORK

SHEEP	HOG	BEEF
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CASINGS

Importers - Manufacturers - Exporters

CALIFORNIA  
 BY-PRODUCTS CO.

Main Office 505 Market St. SAN FRANCISCO	Eastern Branch 461 Eighth Ave. NEW YORK
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NEW YORK BUTCHERS' SUPPLY CO., Inc.  
 SAUSAGE CASINGS AND  
 SUPPLIES

513 Hudson St., NEW YORK, N. Y.

PHONE GRAMERCY 3865

**Schweisheimer & Fellerman**  
 IMPORTERS and EXPORTERS OF  
*Sausage Casings*  
 Selected Hog and Sheep Casings a Specialty  
 Ave. A, cor. 20th St., New York, N. Y.

Tel. Rhineland 4817

**THE AMERICAN CASING CO.**  
 Importers and Exporters  
 SAUSAGE CASINGS and SPICES  
 401-3 East 68th St. New York City

**Los Angeles Casing Co.**

714-16-18 Ducommun Street  
 LOS ANGELES, CALIFORNIA  
 Sausage Casings

**Hammett & Matanle**  
 CASING IMPORTERS

23 & 24 ST. JOHN'S LANE  
 London, E.C.1.

Correspondence Invited

**ALEXANDER'S CASINGS, LTD.**  
 133 Tooty St., London, S.E.1, Eng.

*Selected Sheep and  
 Continental Hog Casings*

AGENT: Henry Kruger, 220 N. State St.,  
 Chicago. Room 411. Phone Dearborn 8734

**The Irish Casing Co.**

Manufacturers, exporters, Importers  
 SAUSAGE CASINGS  
 Arbour Hill, Dublin, Ireland  
*Sheep Casings a Specialty*

**BECHSTEIN & CO., Inc.**

SAUSAGE CASINGS

CHICAGO: 723 West Lake Street NEW YORK: 50 WATER STREET  
 LONDON: 5 St. John St., Smithfield, E. C. Telephone Whitehall 9328

**OPPENHEIMER CASING CO.**

Importers and Exporters of

SAUSAGE CASINGS

New York  
 London  
 Hamburg

CHICAGO, U. S. A.

Toronto  
 Wellington  
 Buenos Aires  
 Tientsin

**M. BRAND & SONS**

SAUSAGE CASINGS

FIRST AVE. AND 49th ST.

NEW YORK

**S. OPPENHEIMER & CO.**

Sausage Casings

Chicago, 2700 Wabash Ave.  
 Hamburg 8—Luisenhopf

London, 47 St. John St., Smithfield  
 73 Boulcott St., Wellington

96-100 Pearl St., New York

**EARLY & MOOR, Inc.**

Importers  
 Exporters

SAUSAGE CASINGS

139 Blackstone St.  
 Boston Mass.

*"The Skins You Love to Stuff"*

**M. ETTLINGER & CO., Inc.**

Importers, Exporters and Cleaners of Sausage Casings. A large  
 stock of all kinds of casings constantly on hand

Established 1903

12 COENTIES SLIP, NEW YORK

**THE INDEPENDENT CASING & SUPPLY COMPANY**

1335-1347 West 47th St., Chicago

Hammerbrookstr 63/67 2, Hamburg

**SAUSAGE CASINGS**

IMPORTERS

EXPORTERS

**Massachusetts Importing Company**

Importers HIGH GRADE SAUSAGE CASINGS Exporters

*Direct Importers of Russian, Persian, Chinese Sheep*

78-80 North Street and Hog Casings BOSTON, MASS. U. S. A.

F. M. Ward

J. Schnell

*Sewed Casings Exclusively*

National Specialty Co.

61 E. 32nd St.

Chicago, Ill.

MANUFACTURERS  
 Feathery Feeds  
 Tallow and Oils

BUYERS OF  
 Beef Cracking  
 Calf Skins

**CONSOLIDATED BY-PRODUCT CO.**

West Philadelphia Stock Yards

30th and Race Streets

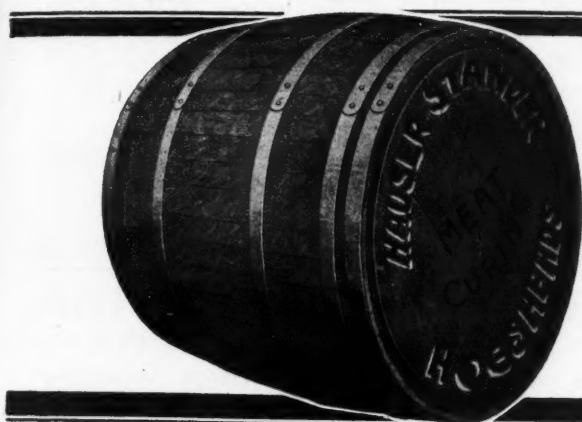
Philadelphia, Pa.

MANUFACTURERS  
 Beef, Sheep and Hog Casings  
 all Descriptions

Beef Wessands a Specialty

IMPORTERS OF

High Grade Hog and Sheep  
 Casings



The Greatest Trouble We Have with our standard packers curing hog-heads is the fact that we never receive orders for replacements, they last too long—but we do furnish additional hog-heads.

Look at the specifications: Staves: Made from quartered white oak, 1" thick before dressed. Bottoms: Made from pine, 1½" thick when dressed. Hoops: 5 galvanized hoops, 2" wide, No. 14 gauge. Capacity: 700 lbs. to 1,500 lbs. Size: Standard 1,500-pound hoghead, 41½" staves, 45" bilge diameter.

**Hauser-Stander Tank Co.**

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ESTABLISHED 1883

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## The Pioneer of Sewed Casings

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*Labor*

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## Don't Do That! Don't Do That!! Why, Man, He's Your Client

Talking to you, Mr. Plant Designer.

Don't give the Poor Fellow something that will some day set his works on fire.

**Give Him Hydraulic Elevators and Keep All Fire  
Out of the Elevator Hatches**

Don't let the Electric Fire Bug "sting" him.

The fact is this:

Elevator hatches with a continuous upward draft are Big Dust Collectors.

Dust and air in a certain proportion is like gun cotton. Cellulose, if you happen to know. Celluloid, another form.

You are all set for an explosion and a fire. And it will be along sooner or later.

Ask your Insurance Expert "How about it?"

**Give Your Client Ridgway Elevators and Score with Him**

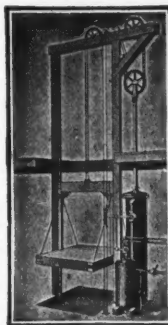
If we can get under the electrical hide with this Steam-Hydraulic information a whole lot of Plant Designers are going to put feathers in their caps by

**"HOOKIN' 'ER TO THE BILER"**

**Craig Ridgway & Son Co.**

*Elevator Makers to the folks who know*

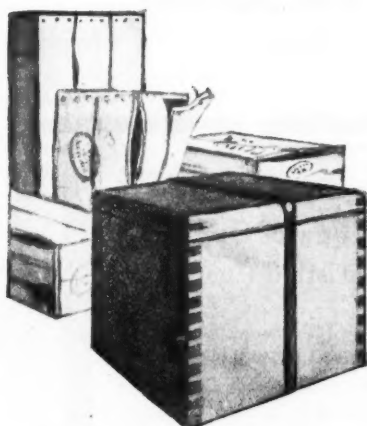
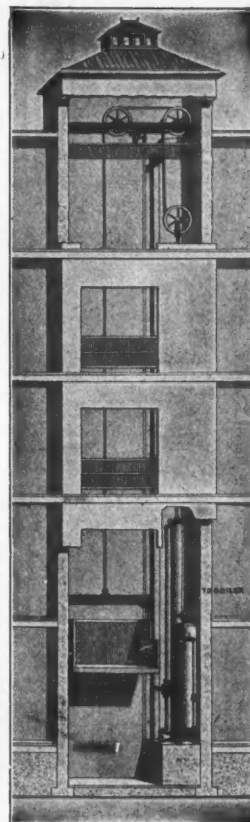
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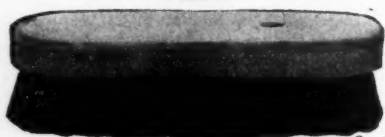
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The cylinder above can be refilled with either Rice Root or Bristle. The importance of a good casing brush cannot be overestimated. We feel certain that better results can be obtained from our brushes than any on the market. We can furnish new cylinders if desired.

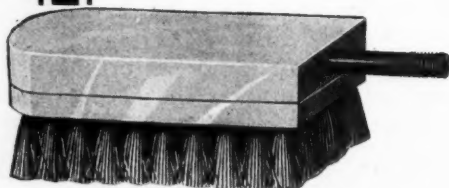


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Block  $10\frac{1}{2}'' \times 3\frac{7}{8}''$ ,  $1\frac{3}{4}''$  trim.

This is by far our best and most popular brush for washing beef. It is an exceptionally full brush and for its size very light. We make this either from Bassine or Rice Root. The fountain hole in the block can be placed wherever desired, and in any size desired.



**PIPE FOUNTAIN BRUSH**

Block  $7\frac{1}{2}'' \times 2\frac{3}{8}'' \times 1\frac{3}{8}''$ ,  $1\frac{1}{8}''$  trim.

Made with Rice Root or Palmetto fibre. This brush gives a very good distribution of water, having five outlets for this purpose in the back. Widely used by packers.

Making quality brushes for discriminating users is not a simple task. Ordinary brushes made of ordinary materials will not stand the strenuous tests to which they are subjected in the packing industry.

We know what packing house brushes must do—and we are thoroughly familiar with the conditions under which they are used. Strong bristles and fibers are essential, because, in the final analysis, a brush is no better than the material from which it is made.

## **ARMOUR AND COMPANY**

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Allied Packers, Inc.  
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Swift & Company  
Wilson & Company

# THE NATIONAL PROVISIONER

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No. 24

## *Packer Salesmen and Collections*

### **Much Depends on the Judgment and Watchfulness of the Salesman In Dealing With Various Types of Trade**

When is the best time to collect a bill?

Can packer salesmen do this as soon as they go into a customer's store?

Or should they sell him more, and then venture to ask for payment for goods sold previously?

Can there be a hard and fast rule about making collections?

Perhaps the greatest trouble is that salesmen are too often weak-kneed about their collections.

#### **Tie Up the Packer's Money.**

They forget that their employer has had his money tied up for some time in the goods they sold. The goods are not only delivered to the customer without immediate payment, but he has been able to realize on them, and do business on the packer's hard-earned money.

If the salesmen constantly kept in front of him his employer's need of realizing on goods as soon as possible, because the packer must pay out large sums every day for raw product delivered to him, he would not hesitate in making his collections. He would remember that no transaction is complete until payment has been made.

He knows the customer better than anyone else connected with his house knows him. He knows whether he is good pay or not. He also can spot the dealers who always want some extra time in making payments.

#### **Salesman Can Get Results.**

He must be good friends with them all. His personality will count for much in dealing with them. In most cases, wherever he has laid his foundation right, he can present his statement at once and get his check.

Now and then a good pay customer doesn't like to be asked for payment of account the first thing. These dealers can soon be spotted, and

everything done to keep from making them mad and losing their good will.

But sometimes this is the attitude of the dealer who wants more time, or who is generally poor pay. The salesman must be quick to see the kind of customer he is dealing with.

#### **Must Know His Customers.**

In certain sections of the country sales managers believe it is not wise for a salesman to ask for the money before he finds out what the customer wants on his next order. In such sections the implied "gentleman's agreement" prevails. The salesman can soon sense this. Here, more than any other place, perhaps, he must learn to spot the man who might take advantage of such practices.

It is probable that the right time of presentation of the statement depends entirely on the salesman and his customer. The big point is for the salesman to get the money before he leaves.

#### **When They Pay by Check**

There is a type of customer who prefers to mail his check to the house.

To those who really make this a practice there is little room for abjection.

One sales manager says that for several years his house learned to look for a certain customer's check on a certain morning each week, and it was always there.

Some dealers, however, may offer as an excuse that they are too busy at the time and will mail in the check. Sometimes this is only a "stall" for time.

Such accounts require a different method of handling.

"Show me a good collector and I will show you a good salesman," sales managers say.

Sales managers, credit managers and an experienced salesman give their opinions on this important question of the right time for the salesman to make his collections. Each gives his reasons, with some excellent selling and collection pointers, developed from years of experience.

#### **Three Kinds of Ideas Presented.**

The letters fall into three main classes:

1, Those who believe collections should be made before a new order is taken;

2, Those who are convinced that it is a mistake to attempt collection before booking an order; and

3, Those who believe there can be no hard and fast rule for the salesman to follow, but that he must adapt his practice to the temperament of his customer.

The following letters fall into the first class. Those in the other two classes will be given in a later issue:

#### **Most Dealers Pay First**

The following letter is from a sales manager in an Eastern territory who has the proud record of 80 per cent of his dealers paying before his salesmen book the next order. He says:

Editor THE NATIONAL PROVISIONER:

In reference to your letter relative to the question, "Does a salesman queer himself with his customer by making collections before attempting to sell to the customer?"

#### **Eighty Per Cent Pay First.**

Personally I have always been sold on making the collection first and the sale afterward. There may be a few dealers who object to this practice, but 80 per



cent of our dealers pay first and order afterward.

We sent out a letter to all of our salesmen, putting this question up to them and the greater majority of them report that they collect first and sell afterward, and they are thoroughly sold on this idea. The consensus of opinion is that you do not lose business through this practice.

One of our salesmen expressed himself very clearly, saying, "There are two kinds of customers: those who pay good and the customer who is slow pay."

This salesman asks the "slow payer" for his money before selling him; and he gets the order from the man who is good pay first because he knows he will always pay him.

One of our salesmen who was most emphatic in stating that he did not believe it good policy to produce the statement first and sell afterward, is at the bottom of the list in the standing of accounts. The majority of the fellows who have made it a practice to collect first and sell afterwards are close to the top, some of our men showing an average turn-over in collections of from 6 to 8 days.

#### Salesman Must Use Tact.

The live, up-to-date merchant, when he buys goods, expects to pay for them, and is not offended when statement is presented.

A salesman can use tact in presenting the statement. It requires salesmanship to collect as well as to sell, and the tactful salesman can very easily accustom his customer to paying first and placing the order afterward.

### Collect Money Due First

Salesmen who hesitate to make collections before booking an order should be coached by sales and credit managers on the best and most tactful methods to use, strengthening their ideas, teaching them that it is not a "crime" but a duty to collect money due before taking on additional business. This is the opinion of a sales manager for a national packer, who says:

Editor THE NATIONAL PROVISIONER:

It is our policy in our salesmen's collections to try to get our money. Our investigations show that those of our salesmen who walk into a dealer's store in a business-like manner, present the statement, make collection of accounts due, are the best producers we have.

The dealer who takes exception to paying his bills is hurting no one but himself because when this habit becomes chronic, the salesman will either price him out or try to make him pay a little more for his goods. The merchant who does not pay bills when due is either in financial difficulties or entirely too temperamental.

#### Tax Collection Methods.

One of the most serious items that interferes with packers' profits is the lax method in use by most of them in making collections. Let us reflect for a moment and see how this works out.

Livestock bought by the packers is received, weighed up and paid for the same day, and the packers' investments start

right there; while the dealer's investment does not start until he has paid his bill, which he often does in excess of the terms to which he is entitled.

Assuredly the packers will never make the necessary improvement in their handling of credits until they assert themselves properly in this respect. I know of no better way than to compel the salesman to adhere rigidly to established credit ratings and rulings; and these regulations in my opinion should stipulate collection by the salesman for what is due the house before accepting orders.

Many packing house salesmen are a little weak-kneed in this regard. They have not sufficient backbone or moral courage to ask a customer for what is rightfully due to their employers. The salesman who has these faults is surely doing his part to upset the credit regulations of the packing industry.

We should start in our own ranks with this type of salesman, strengthen his ideas, teach him that it is not a crime but a duty to present his statement when calling on the trade, and collect the money due the house before accepting additional business.

#### Good Collector Best Salesman.

Anyone at all familiar with the meat packing industry will readily subscribe to the truth of the axiom: "Show me a good collector and I will show you a good salesman."

We are agreed that no matter how high powered the salesman may be, if he cannot collect for what he sells at the rate of one hundred cents on the dollar when the money is due, he is not a real success and will not hold any selling job very long.

### Collect When Due

The sales manager for a packer operating in a more limited territory is of much the same opinion. He says:

Editor THE NATIONAL PROVISIONER:

I would say that a salesman should do his own collecting. If he has sold his customer a dollar's worth of goods for a dollar there should be no hesitancy asking for the dollar that is due.

I have always found it to be a fact that the salesman who immediately upon entering the store greets the dealer cordially and pulls his statement before talking

### A Word to the Salesman

Don't spoil your tonnage showing, Mr. Salesman, by wasting too much time on collections.

Line up your customers so your check will be waiting for you.

It is your job to educate your dealers. If you have done your part, most of them will do theirs.

Let the "other salesman" waste his time on dealers who are poor pay. Your time is too valuable.

Remember, your employer knows that the most successful salesman is also the best collector.

orders, is respected by the trade and really secures a better volume than those who are afraid to ask for that which is due.

### Says Customers Like It

That no prejudice results from making collections before taking an order, is the belief of an Eastern credit manager. He believes that customers prefer to make the settling of the old account the first order of business. He comments on the desirability of this practice as follows:

Editor THE NATIONAL PROVISIONER:

Our salesmen are all working on the basis that no sale is complete until the collection is made, and our best tonnage getters are also our best collectors.

Salesmen are naturally diffident in approaching customers for money, and it has taken some time to convert some of them from this belief. It is, of course, optional with the house whether or not the goods be shipped, if the account is in an unsatisfactory condition.

It is our conclusion that the desirable customer will in no way be prejudiced because the collection is made first, and we know personally of several of our customers who make the settling of the old account the first order of business when the salesman calls.

### Is It Salesman's Fault?

The blame can frequently be laid at the door of the salesman if he does queer himself in making his collections the first order of business when he calls on a customer, is the belief of a Southern sales manager. He says:

Editor THE NATIONAL PROVISIONER:

In answer to your question, does a salesman queer himself by making collections the first thing when he calls on a customer, I would say "NO"

And then I would say that if he does queer himself, there is one of two things at fault; either he or the customer, but usually he, himself. Perhaps the salesman was not diplomatic in his request.

#### Tact and Diplomacy Needed.

Of course, he can't go into a customer's place of business and say, "Mr. Johnson, you'll have to pay me before I can sell you another cent's worth." It takes patience and training to accomplish the desired result, and it can't be done in a single day.

The greatest help to a salesman is himself. He should establish regular days and hours for calling. He should explain to his customers that if they will just have his check ready at the time he calls he can give much more time and attention to his order.

Collecting is only another form of selling, anyway.

### A Salesman's Viewpoint

Here is the experience of a salesman who collects first and sells afterward. He has developed this practice to the point of its being a habit, and he does not believe he has ever "queered" himself with good trade.

(Continued on page 45.)



## How Packer Can Check Up On Hogs He Kills

### Simple and Inexpensive Tattooing Device Enables Packer to Trace Diseased Hogs to Their Source

There are frequently occasions when the pork packer, or the inspectors in his plant, need some way to keep track of certain animals after they have been slaughtered. This is the case when tests are being made, or when it is desired to trace diseased hog carcasses back to the farms from which they came.

A method of marking or tattooing live hogs with numbers and letters in such a way that the marks are plainly visible after slaughter has been worked out by veterinarians of the U. S. Bureau of Animal Industry. It is simple and inexpensive, and provides a very satisfactory method of tracing hog carcasses.

#### How to Make the Marker.

The instrument used consists of a metal holder slotted to receive Babbitt-metal blocks,  $\frac{3}{4}$  in. by 1 in., in which the tattooing points are set.

The points are ordinary steel phonograph needles, about  $\frac{5}{8}$  in. long, of which  $\frac{3}{4}$  in. is imbedded in molten Babbitt-metal, allowing the pointed tips to extend the remaining  $\frac{1}{4}$  in. The needles should be of the medium heavy type rather than the slender kind, as the latter bend too easily.

These needles are set in the metal blocks in the form of numbers and letters, the needle points being about  $\frac{1}{8}$  in. apart. From 10 to 18 needles are required for each character.

Shoulders of the metal blocks fit the grooved holder, one end of which is closed. A set screw holds the last block in place.

That part of the holder that receives the blocks is 4 in. long, providing room for five blocks, each  $\frac{3}{4}$  in. wide. It is very seldom that five figures will be needed; therefore it is desirable to provide several blank blocks, to fill out the holder and give the necessary weight.

The instrument is about 18 in. long, and with the five blocks in place, ready for use, weighs about two pounds. The handle is made from a  $\frac{3}{8}$  in. steel rod. The accompanying illustration shows the device plainly, with some of the blocks.

#### Costs Only \$15 to Make.

The cost of making the holder, about 12 blocks with tattoo points and a few blanks, is around \$15 or less, it was found. The device may be used without restriction, although anyone making and using this marker is asked to communicate with the U. S. Bureau of Animal Industry at Washington, D. C., so that the Bureau may have as extensive records of its use and results as possible.

After several experiments it was found that ordinary black automobile enamel made the best marking material. This leaves a permanent mark under all conditions of slaughter, and is easy to get and use. It was found that an enamel which was rather thick and sticky gave better results than one which was thin.

Any sort of fairly stiff brush may be used to apply the enamel to the needles. An ordinary round stencil brush having a tuft of bristles about an inch in diameter was found to work especially well. The

enamel should be applied the entire length of the needles, rather than just on the points. It was found that a half pint can of enamel, costing about 15 cents, will tattoo 100 hogs.

If the hogs being marked are to be slaughtered within 36 hours it was found

of the marker. It is not necessary that the hog be standing still, although too much motion, as in running, spoils the mark.

It is a good plan to place the mark at approximately the same place on each hog, as it will be easier to find. This, of course, is a matter of judgment.

The first experiment in tattooing hogs by this method was made at a packing plant in Ogden, Utah. A great many hogs are hauled to this plant in motor trucks and wagons.

When this first experiment was made, the man in charge of the scales applied a tattoo mark to each hog in every lot, at the time they were weighed. Each farmer was given a number or letter. The records showed date of sale, name and address of producer, number of hogs in the lot, and the tattoo number.

#### Tracing Diseased Hogs to Source.

When the carcasses came up for inspection, the tattoo number of all hogs in which diseased conditions were found was noted by the inspector. From these killing floor records, together with those made at the scales, it was a simple matter to trace the source of the diseased hogs.

With this information, it was an easy matter to get the farmer to agree to clean up his place, and do his share in preventing diseases in livestock.

This device has been used in many other places to check up on tubercular hogs. It provided accurate, undisputable proof of the source of hogs afflicted with tuberculosis, and when confronted with such facts, the producer has usually proved to be willing and glad to take the necessary steps to get rid of the disease on his farm.

The method of marking and experiments with tattooing hogs are described in detail in Miscellaneous Circular No. 57, "The Tattoo Method of Marking Hogs," by F. E. Murray, associate veterinarian, U. S. Bureau of Animal Industry, published by the U. S. Department of Agriculture.



HOW MARKS LOOK ON CARCASS.

The marks made on live hogs with the tattoo device are easily seen on the carcass, as this picture shows.

to be unnecessary to use any marking material at all. By using just the bare points of the needles a mark is made that will stand up and be plainly visible, provided the hogs are killed within a short time.

#### Method of Using Marker.

The mark is applied by simply striking the hog on the back with the needle side



SIMPLE AND INEXPENSIVE METHOD OF MARKING HOGS.

This shows the tattoo device invented by veterinarians of the U. S. Bureau of Animal Industry. One of the blocks is turned on its side to show how it fits into the holder. The rest of the equipment, consisting of an ordinary can of black automobile enamel and a stiff brush, is also shown. The cost of making this device is about \$15.

## What the Institute is Doing this Week

### Many Packers Attend Regional Meetings—Far Western Packers Gather—Good Tips for Retailers

#### MANY AT REGIONAL MEETINGS.

The fourth series of regional meetings for member companies of the Institute, held during the week of June 7 in fourteen packinghouse centers, was characterized by good attendance, according to reports received from the various cities. Directors of the Institute's departments talked at the meetings, outlining the services of their respective departments. Nineteen packers were present at both the Pittsburgh meeting and the Iowa-Minnesota-Nebraska meeting.

#### CIRCUIT NO. I.

The Institute speakers at the meetings on this circuit, which includes the Michigan, Buffalo, Cleveland, Cincinnati, and St. Louis Regions, were H. R. Davison, Director of the Department of Waste Elimination and Livestock, and H. D. Tefft, Director of the Department of Packinghouse Practice and Research.

#### Michigan Region.

The Michigan region met June 7 in the offices of the Sullivan Packing Company, Detroit, at 2:00 P. M. T. E. Tower, chairman of the region, presided.

Those present included the following: L. G. Ferguson, Morris & Company; Max Frankel, R. Kantzler and T. E. Tower, Sullivan Packing Co.; Louis Gunsberg, Gunsberg Packing Co., Inc.; Louis Miller, Detroit Packing Co.; H. M. Shulman, Hammond, Standish & Co.; H. E. Stringfellow, Armour and Company; H. Wilson, Parker Webb; M. Wright, Wilson & Co.

#### CIRCUIT NO. II.

H. L. Osman, director of the Department of Purchasing Practice, and Frank L. DeLay, director of the Department of Organization and Traffic, spoke at the meetings on this circuit, which includes the Pittsburgh, Philadelphia, Baltimore-Washington, New York City, and Boston Regions.

#### Pittsburgh Region.

Packers in the Pittsburgh region met June 7 at the Pittsburgh Athletic Club at 12:30. A luncheon was held in connection with the meeting.

The following men were present: John Anderson, J. J. McAleese, H. H. Witherspoon, Pittsburgh Prov. & Pkg. Co.; H. Oscar Fisher, William Zoller Co.; William F. Fried, George N. Meyer, E. A. Reineman, W. E. Reineman, Fried & Reineman Pkg. Co.; M. J. Hennessey, Wm. G. Home, F. C. Lyan, Dunlevy-Franklin Co.; G. A. Hess, Oswald & Hess Co.; C. S. Hopkins, Swift & Company; Frank J. Kuhn, Jr., Frank J. Kuhn Co.; Geo. McKuckie, H. M. Smucker, Armour and Company; S. Page, Andrew M. Shaner, St. Louis Independent Pkg. Co.; J. C. Williams, J. M. Denholm Bros. & Co.

#### Philadelphia Meeting.

The meeting of the Philadelphia region was held at 3:00 P. M. June 8, at the Manufacturers' Club, Philadelphia, with John J. Felin, chairman, presiding.

Those present were: Mark P. Brown, Geo. A. Casey, C. Rechs-teiner, Wilmington Provision Co.; A. A. Dacey, W. R. Grove, Wilson-Martin Co.; M. Gross, Harrisburg Abattoir Co.; Christ Kunzler, Ch. Kunzler Co.; A. A. Meluskey, Shenandoah Abattoir Co.; C. J. Russell, Wilson & Company; Chas. Vogt, F. G. Vogt & Son, Inc.

#### CIRCUIT NO. III.

C. R. Moulton, director of the Department of Nutrition and Wesley Hardenbergh, Director of the Department of Public Relations talked at the cities on Circuit No. III—the Wisconsin-Iowa-Minnesota-Nebraska and Kansas City regions. E. B. Wilson, of the Department of Public Relations and Trade, described the work of that department in place of Mr. Hardenbergh, at the Milwaukee meeting.

#### Wisconsin Region.

The Wisconsin region met June 7 at the Association of Commerce at 2:00 P. M. G. A. Billings, regional chairman, presided. The following packers were present:

G. A. Billings, Wm. E. O'Neill, C. E. Post, Cudahy Bros. Co.; J. J. McInerney, Armour and Co.; J. C. Masker, Swift & Co.; B. D. Scharff, D. J. Smith, S. B. Zautcke, Plankinton Packing Co.

#### Iowa-Minn.-Nebr. Region.

The Iowa-Minnesota-Nebraska region held its meeting June 8 in the Montrose Hotel, Cedar Rapids, at 10:00 A. M. William Diesing presided. The attendance included the following:

C. M. Aldrich, Robert Bell, Morton-Gregson Co.; W. W. Bowers, Albert Lea Packing Co.; R. E. Buchanan, E. T. Hitchcock, J. H. Johnson, L. F. Prior, A. C. Sinclair, T. M. Sinclair & Co., Ltd.; C. A. Cushman, Swift & Co.; Jay E. Decker, Jacob E. Decker & Sons; Wm. Diesing, Cudahy Packing Co.; A. D. Donnell, E. F. Rath, R. A. Rath, Rath Packing Co.; D. G. Fredrick, A. G. Versen, Armour & Co.; B. F. Hormel, Geo. A. Hormel & Co.; H. J. Nelson, Iowa Packing Co.; C. A. Richard, C. E. Richard & Sons.

#### Kansas City Region.

The Kansas City region met at the Kansas City Athletic Club at 2:00 P. M. on June 9. H. S. Bicket, regional chairman, presided. The following packers were present:

George Baxter, R. J. Cannon, J. T. Carney, K. M. Richardson, R. M. Watkins, Swift & Co.; N. P. Beasley, H. S. Bicket, H. Bowers, R. S. Cook, C. A. Dunseth, Wilson & Co.; L. Bronson, Morris & Co.; J. W. Dunall, H. B. Mason, C. E. Mathews, Armour & Co.; C. W. Hall, The Cudahy Packing Company; E. Neuer, Neuer Bros. Meat Co.

#### CIRCUIT NO. IV.

Norman Draper, Washington Director of the Institute, and R. H. Hess, Director of the Department of Industrial Education, spoke at the consolidated meeting of the regions on this circuit, which includes the Kentucky, Tennessee and Southeastern regions.

#### Ky.-Tenn.-Southeastern Regions.

The Kentucky, Tennessee and Southeastern regions met June 9 at the Chamber of Commerce, Nashville, Tenn., at 10:00 A. M. Henry Neuhooff, chairman of the Tennessee region, presided at the meeting. The following were in attendance:

W. T. Lay, Lay Packing Co.; D. G. Madden, East Tennessee Pkg. Co.; Henry Neuhooff, T. J. Yarbrough, Neuhooff Packing Co.; E. S. Papy, White Provision Co.; F. N. Phillips, Birmingham Packing Co.; Robert E. Power, H. A. Tenbrunsel, Power Packing Plant; W. G. Reynolds, Reynolds Packing Co.

#### FIRST WESTERN MEETING HELD.

Thirty-four packers attended the annual meeting of the Institute's Middle Southwestern Region, including the states of Oklahoma, Arkansas, and part of Kansas, the first of the six meetings to be held in the Southwestern and Far Western sections of the country. The meeting was held at the Oklahoma Club, Oklahoma City.

The speakers were Oscar G. Mayer, president of the Institute; W. W. Woods, Executive Vice President, and W. Lee Lewis, director of the Institute's Department of Scientific Research. Howard W. Huntley greeted the visiting packers on behalf of the Oklahoma City groups. R. T. Keefe, chairman of the region, presided at the meeting.

Round table discussions of operating problems and better merchandising problems completed the program. The latter discussion was led by W. W. Martin and E. C. Lawson.

#### To Hold Far West Meetings.

Meetings also are scheduled for Los Angeles on June 14, San Francisco on June 15, Portland on June 18, and Denver on June 22. Member companies in the regions adjacent to those cities are urged to attend and hear details of the services available from the Institute.

Mr. Mayer, in his talk regarding the situation of the livestock and meat industry, stated: "Continued growth of population in the United States during the next few years should tend to improve the position of agriculture and the livestock producer.

"In relation to human population, we are producing today only about half of the number of meat animals that was being produced 40 years ago," he continued. "In 1885 there was one steer, one sheep, and one hog for every man, woman, and child in the country. Today there is approximately one steer and one hog for two inhabitants and one sheep for three persons.

"But these figures are by no means so startling as they may appear, for the reason that improved methods of breeding and feeding have hastened the maturity and meat yield of animals, so that the same number of meat animals today really would represent a larger meat supply than they did 40 years ago.

"So far this year, owing to a restricted demand from abroad, exports have decreased somewhat. Normally, about 10 per cent of pork products produced in the United States and about one-third of the lard is exported.

#### Producing More Pork and Veal.

"It is interesting to note that the production of pork and veal has been increasing while the production of beef has remained about unchanged. Some seven billion pounds of beef and a similar amount of pork were produced annually 15 or 20 years ago. Last year more than nine billion pounds of pork was produced, while beef production remained at about seven billion, although being larger than for any year since 1918.

"Veal production last year exceeded a

billion pounds for the first time in history. Twenty years ago, the annual production averaged about 650,000,000 pounds.

"The production of lamb last year was 600,000,000 pounds—about the same as it was twenty years ago."

#### Tells of Institute Activities.

In discussing the work of the Institute, which is the educational, trade, and research association of the American meat industry, Mr. Woods said, in part:

"Among the definite accomplishments which the packing industry, with the aid of the Institute, has made are the establishment of service and research laboratories where common problems of the industry are investigated. Another has been the extension of training courses in important meat packing subjects, such as have been given during the last two years in the Institute of Meat Packing at the University of Chicago, to students in other cities, with the result that hundreds of men in the industry are now obtaining college instruction in problems and practices relating to their everyday work.

"The Institute of Meat Packing, established at the University of Chicago to provide instruction in meat packing, is administered jointly by the University and the Institute of American Meat Packers.

"Another field in which great progress is evident is in standardization of packing-house equipment and supplies. As a result of this work and other activities, hundreds of thousands of dollars will be saved for the industry within the next few years, and added benefits will accrue to the manufacturer of the commodities.

"In connection with the work on standardization, there has been carried on research into packinghouse operating practice for which increased efficiency and improved specifications for packing equipment have resulted."

#### Research Work of Institute.

The Institute's research activities were described by Dr. Lewis. He said, in part: "A substantial saving is practically assured the industry through discoveries made during the last two years regarding the curing of meat and meat products."

In discussing the part meat plays in the human diet, Dr. Lewis stated:

"Meat contains a combination of highly desirable elements and helps to give the various essential food properties which the diet should contain. Proteins of high-quality, body-building fats, most of the necessary minerals and certain kinds of vitamins, are some of meat's good points.

"Furthermore, it is highly palatable and easily digested. It is valuable for adults and children alike because of its body-building qualities."

#### Attendance at Meeting.

The following men were present at the meeting:

C. I. Branham, W. D. Clemons, W. H. Garside, C. R. Harriman, B. Huckleberry, J. S. Inrollo, W. W. Martin, J. F. McMahon, A. Saferstein, Devereaux Shields, H. A. Snodgrass, A. F. Treichler, George Williams, W. W. Wilson, Wilson & Co.; J. E. Erwin, The Peoples Packing Co.; Otto Finkbeiner, Little Rock Packing Co.; H. P. Fletcher, J. C. Fowler, H. W. Huntley, Harry Jordan, Wm. N. Kesler, Jr., J. I. Lee, W. E. Long, H. S. McLean, Dean Vance, Morris & Co.; F. L. Hite, H. O'Grady, Cudahy Packing Co.; R. L. Jackson, F. S. Ostertag, McArthur Independent Packing Co.; R. T. Keefe, E. C. Lawson, Keefe-LeSturgeon Co.; W. L. Siegfried, W. H. Butcher Packing Co.; George Turvey and Samuel Turvey.

At the meeting of the Southwestern Region, Mr. Mayer and Dr. Lewis discussed the situation in the packing industry and the developments in curing meats respectively. The meeting was held at Dallas on June 8, and R. E. Paine presided. Packers from Texas and neighboring states attended.

#### IDEA CONTEST NEARS CLOSE.

Only one month remains in which packinghouse men may submit entries for the 1926 \$1,000 Prize Idea Contest. This contest is being conducted under the direction of the Institute's Special Committee on the Prize Contest for Ideas, of which Mr. H. P. Henschien is Chairman, and of the Department of Packinghouse Practice and Research.

All entries must be filed at the Institute headquarters by July 15. Announcement of the winner will be made at the Institute convention next fall.

All member companies of the Institute have been urged to bring the contest to the attention of their employees in a

#### Institute Committees

##### I—Committee on Accounting.

**EDITOR'S NOTE.**—This is the first of a series of brief sketches of the various standing committees of the Institute of American Meat Packers. These committees have done and are doing excellent work for Institute members, which has played an important part in the progress of the industry in general.)

One of the very important committees of the Institute of American Meat Packers is the Committee on Accounting. This committee acts in an advisory capacity on accounting problems of Institute mem-



J. H. BLISS.

bers, and has helped solve many difficult problems.

Active cooperation was also given to the Committee on Educational Plans and the Department of Industrial Education in the preparation of instructional material for the accounting classes and courses given by the Institute of Meat Packing.

The chairman of this committee is J. H. Bliss, comptroller of Libby, McNeill & Libby, Chicago, and one of the best-known packinghouse accounting experts in the country.

Other members of this committee are: A. W. Anderson, Cudahy Packing Co., Chicago; L. B. Dorr, Jacob Dold Packing Co., Buffalo, N. Y.; F. E. Fawkes, Allied Packers, Inc., Chicago; John Forbes, Oscar Mayer & Co., Inc., Chicago; A. M. McVie, Kingan & Co., Indianapolis, Ind.; J. W. Mock, John Morrell & Co., Ottumwa, Ia.; C. H. Peck, Wilson & Co., Chicago; F. B. Penney, Brennan Packing Co., Chicago; G. M. Pelton, Swift & Company, Chicago; W. H. Sapp, Armour and Company, Chicago.

systematic manner. Many packers already have done so and have taken full advantage of the Institute's offer to supply them with rules and display cards describing the contest. These members feel that the contest offers a good means of developing the latent talents of members of their organizations.

Time still remains for getting the ideas in shape for the contest. All ideas should be addressed to the Department of Packinghouse Practice and Research, Institute of American Meat Packers, 509 South Wabash Avenue, Chicago, Illinois.

#### RETAILERS CAN HELP BRIDES.

Brides and young housewives could feed their hungry husbands just as well and more economically if the retail meat dealer would help them by learning how to prepare and cook the lower-priced, less-known cuts of meat and passing the information along, in the opinion of John C. Cutting, Secretary of the National Association of Meat Councils who spoke before the recent annual convention of the Retail Meat Dealers of Illinois, held at Champaign, Ill.

"The dealer can be a veritable benefactor to these young girls, if he can tell them how to cook every cut of meat he sells," Mr. Cutting stated. "Many young girls in the cities who marry in modern times have never learned how to cook a meal.

##### Girls Unskilled in Cooking.

"After they graduate from school, they obtain a position in a business office. This takes up much of their time, and you hardly can blame them for not having the inclination to learn the rudiments of pots and pans after office hours.

"Consequently, when the wedding day comes, they have nothing but good intentions so far as the kitchen art is concerned. They naturally turn to the foods which are the easiest to prepare, such as steaks and chops.

"These cuts, because of the demand which is centered on them, naturally must sell at higher prices than the many other equally nutritious cuts which are less in demand. The other cuts, such as the round and shoulder of beef, the shoulder of pork, and the breast and shoulder of lamb and veal require a little more patience and skill in their preparation, but any young girl can master the art in a very short time, if the retailer will give her a little help in the way of suggestions. Since these cuts are just as high in food value as the better-known cuts, she can feed her husband at a saving without any sacrifice from the nutritional standpoint."

##### Man a Meat Eater by Nature.

In telling the dealers of the scientific facts about the food properties of the product they sell, Mr. Cutting said:

"We can go back thousands of years to substantiate the knowledge that man thrives on meat. From earliest knowledge man has eaten a mixed diet of animal and vegetable foods, based on meat.

"Nature intends that man shall eat meat; and nature's ways are safe ways, because they are the results of perhaps hundreds of thousands of years of practical trial.

"Some physicians are quick to recommend that their patients give up meat eating when some ailment appears. Sometimes their suggestions are ridiculous, if you take into account the ailment."

##### Use Price Tags Freely.

Too few dealers make use of price tags in their display windows, he pointed out later in his talk. He advised the dealers to tag every piece of meat they show.



## Pork Packing in Australia Facts About the Industry There Told by Visiting Bacon Curers

"We are greatly impressed with the sanitation and modern equipment found in American packinghouses," said W. H. Nancarrow, manager of the Gippsland Co-operative Bacon Curing Co., Ltd., of Dandenong, Victoria, Australia, on a recent visit to the office of THE NATIONAL PROVISIONER in Chicago.

Mr. Nancarrow, who is associated with the co-operative section of the meat packing industry in Australia, with W. Jacobs, the managing director of Jacobs Bros., Ltd., Mt. Barker, So. Australia, an independent bacon curer, has been on a tour of American packing centers covering some month's time.

### Pleased with American Methods.

In their observations of the practices of the industry in this country in the manufacture and distribution of its products they expressed surprise that large packing establishments could be maintained in the heart of thickly populated sections.

A visit to a single plant in New York City, within 20 minutes walk of Broadway, handling in the vicinity of 3,000 hogs a week, demonstrated to these gentlemen the possibility of operating a large plant within the confines of any city in America. "Because of your modern equipment and sanitary methods we are convinced that this industry can be run in these thickly-populated areas without difficulty or objection from the public," said Mr. Nancarrow.

### Trade Methods in Australia.

Speaking of hog production and bacon curing in Australia, the visitors pointed out that the marketing of anything in the way of fat pigs was discouraged there. A price differential was always placed against such pigs. There is little need for lard among the Australians, because of the large quantities of butter available for cooking purposes.

The most popular pig is the "porker," yielding a dressed carcass of 60 to 80 lbs. The bacon pig, with an average dressed weight of 120 to 140 lbs., also finds wide demand.

The heavier, fatter hogs go into sausage. When these hogs come to market it is common practice to bone out the entire carcass, using fat and all for sausage making. These hogs are known as "sausage pigs."

The Australian farmer has several different means of marketing his hogs. They can be taken direct to the cooperative bacon factories, sold on the public markets by an auctioneer to the independent operators, or in many cases the owner can sell them at the railway station, where he is met by the packer buyer with trucks and scales. In the latter case they are weighed right under the eye of the farmer, and he is paid for them at once.

The farmer invariably knows what he is going to get for his hogs, as the price that will be paid by any class of packers is posted a week in advance. The packers get together, figure on what the price will be for hogs by graded weights, then notify their plant managers. The only time the producer is not certain of the price is when he prefers to sell his hogs on the public market at auction.

Perhaps the greatest distance that live hogs are shipped is 500 miles, but product is shipped as far as 3,000 miles, par-

ticularly when it goes from northern Australia to the state of Western Australia. Product so shipped is in a mild brine.

### How Pork Products Are Shipped.

The northern state of Queensland supplies large quantities of product for the islands of the Pacific, China and Japan, doing a considerable business in smoked meats shipped to these countries. Practically no product is shipped to England.

Hams for export are smoked and wrapped in paper and calico, and salt hams are put in separate bags with husks. The husks are used to absorb the moisture from the salted ham, thus avoiding mould.

Bacon is Australia's national breakfast food. When eggs are too high to be used extensively with it, a very favorite dish is bacon and tomatoes.

The retailing of fresh and cured meats in Australia is kept quite separate.

(Continued on page 30.)

## Boston Sausage Manufacturers Active

At the last quarterly banquet meeting of the Sausage Manufacturers Association of New England the spirit of action and progress was dominant. This association, at present made up principally of Greater Boston sausage manufacturers, met at the Boston Chamber of Commerce on May 18, with an attendance of 60.

President Carl A. Weitz presided. The principal speaker was Frank DeChant, vice president of the Sheldon School of Business. His message on the science of business was enthusiastically received, and it is thought that the members will make a further study of the well known Sheldon philosophy.

Dr. P. H. Mallowney, Deputy Commissioner of Health, reviewed the conditions existing in the food establishments of Boston. He stated that the methods used and the equipment found in the sausage plants were more sanitary than those of any other class of food establishments.

Dr. F. W. Ryder, of the U. S. Bureau of Animal Industry, also complimented the members on the condition of their establishments and said that the government-inspected plants of these members had no difficulty in maintaining the requirements laid down by his department.

Representatives from several of the larger packers were also present and spoke briefly.

### Sell a Special Frankfort.

The New England Association went on

record favoring the manufacture of higher grade products. Conforming to this plan a "special frankfort" is being marketed, which is made of quality meats and sells for 7 cents a pound more than the regular brands. This new product is being merchandised with an emblem tag to distinguish it, and it is being advertised in the newspapers.

The association adopted a code of ethics, which the members are putting into actual practice, and which typifies the ideals of these dealers.

### Active Association Work.

Although the New England Association is small in membership, the organization is building firmly and strongly. Dealers must be of well-known character and reliability to be admitted to membership.

The officers of the association are Carl A. Weitz, president; Max Chernis, vice president; Henry Taylor, secretary; Philip W. Rounsevell, treasurer, and Sidney Rabinowitz, sergeant-at-arms. Headquarters are maintained at 177 State street, Boston, in charge of J. Arthur McCoy, executive secretary.

A definite program of work was outlined by the association and steps taken some eight months ago to carry it out. Since that time considerable has been accomplished in improving trade conditions and in creating a better understanding among New England sausage makers. The improvement of the quality of products made by members of the association is progressing steadily, with a generally more satisfactory trade situation as a result.

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Jacob Dold Packing Co., Buffalo, N. Y.

## Where Will Fresh Pork Go?

The recent British embargo on fresh  
pork from the Netherlands, its chief for-  
eign source of supply, furnishes a possible  
strengthening influence on fresh pork in  
the United States.

The embargo was placed because of the  
presence of foot-and-mouth disease in  
Holland. This has long been a trouble-  
some feature of European livestock pro-  
duction. There no such drastic measures  
have been taken to eradicate the disease  
as were adopted in the United States  
many years ago. Consequently it has been  
impossible to wipe out the disease com-  
pletely.

In spite of the fact that the strictest of  
quarantine regulations against imported  
live animals have been made by the U. S.  
Bureau of Animal Industry, the disease  
was introduced on the Western coast of  
the United States several years ago.

The government and state authorities  
immediately slaughtered all infected and  
exposed animals and destroyed the car-  
casses. The areas of infection have now  
been free for more than a year, and this  
country is officially declared again free  
of the disease.

Fresh pork from the United States is  
therefore eligible for entry into England.  
Of the 139,000,000 pounds of fresh pork  
imported by England last year, 92,000,000  
pounds came from Holland and only 14,  
500,000 pounds from the United States.

Should Great Britain turn to this coun-  
try for her supply of fresh pork normally  
received from the Netherlands, it would  
have a very bullish influence on this  
product in the United States. This in-  
fluence would be felt throughout the in-  
dustry, as the greater demand to be met  
by exporting packers would be reflected  
to every pork packer in the country.

The influence of this possible new fac-  
tor in the fresh pork trade will be watched  
with interest.

## No Reason for Depression

A well-informed business observer re-  
cently called attention to the fact that in  
our country we are cursed with a long  
list of erroneous beliefs in the field of  
finance and economics.

Many people believe that wages should  
be established on a basis of living costs.  
Certain classes of workers believe that  
labor-saving machinery is a menace to  
their welfare. Then there is the class of  
people who believe that a period of de-  
pression in business must follow a period  
of prosperity, and that good times can  
never be permanent.

These are all false theories. Wages are  
the main factor in making living costs,

and the costs are changed with every  
change in wages. Equally false is the  
idea that the laborer would be better off  
if labor saving machinery were abolished.

But perhaps the greatest fallacy is the  
idea that lean years must follow fat ones  
in business. This idea is just as false  
as would be the one that a man must be  
sick because he has been well for a long  
time. Business men study their busi-  
nesses and take care of the "health" of  
their industry just as the well man has  
himself examined to see that no symptom  
of illness is creeping into his body.

Because business men are learning to do  
this, there is less and less chance for de-  
pression and more and more reason that  
when business is good it will remain good.

## The Craze for Volume

It has been said that "American busi-  
ness men have gone crazy on volume."  
They have hammered their sales forces  
to get volume—more volume this month  
than last, and more next month than this.

Too many of them have measured the  
progress of their business in terms of vol-  
ume, and have given less attention to prof-  
its. The profit or loss situation is faced,  
in a measure, when each period statement  
is presented, but not fully until the annual  
figures are available. There is always  
the feeling that what is lost in one period  
can be made up in another.

With some companies the annual state-  
ment has been of such a nature as to in-  
dicate that the drive for volume was suc-  
cessful, but that the cost was severe.

In the packing industry, volume with-  
out due regard to profit is a serious thing.  
The volume idea can be played with in  
many industries with much less risk than  
in the meat industry, where the product is  
perishable and the margin at best is  
narrow.

One drawback in any industry to profit  
with volume is poor credit arrangements,  
with its usual accompaniment of bad  
debts. The harder the drive for volume  
the closer the sales manager and the cred-  
it manager should cooperate.

The sales manager cannot feel that his  
job is done when his salesmen have made  
the desired volume showing. If collec-  
tions can't be made, or if accounts must  
be carried one, two or three months in  
the packing industry, margin is likely to  
suffer. The credit showing must be just  
as good as the tonnage showing.

A sales force trained to volume with  
profit, and a credit manager keeping a  
sharp eye on credit and collections, form  
a strong partnership. Lucky is the busi-  
ness man who has fortified himself with  
such allies.

# PRACTICAL POINTS FOR THE TRADE

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## Handling Green Pig Skins

The old method of handling pig skins was to salt them down and keep in a cool cellar, much as cattle hides are handled. More recently packers have been freezing the green skins and shipping them in refrigerator cars to the tanners. A Western pork packer wants to know just how the skins are handled. He says:

Editor The National Provisioner:

Many packers are now freezing their green pig skins and shipping to the tanneries under refrigeration. Can you give me the detailed method of handling these skins, from the take-off to the arrival at the tannery?

We realize that the production of pig skins at this time is not large, but we do produce some and we want to handle them in this way if possible.

Only the larger packers have been in the habit of removing the skins from hogs in the packing operation. However, any packer killing 300 or more hogs a week could afford to consider this operation at times when the market justified it.

Pig skins are used for various purposes, especially in shoe manufacturing, leather goods, etc. Different parts of shoes are made from skins of hogs which have been scalded and tanned.

### Must Take off all Flesh and Fat.

Before tanning it is absolutely necessary that all flesh and fat be removed from the skin. Great care must be taken in this process, which is called "fleshing" or "fatting."

Skinning and fleshing machines are used for this purpose, but care must be used, and the help must be properly trained and watched. Fleshing may also be done by hand, and here even more care is necessary to get good results.

The packer will sustain additional expense or deduction for loss on any skins which must be fleshed again at the tannery, even for a small portion of the skin. The method of operation is as follows:

**Skinning.**—Set knife of skinning machine as close to skin as possible when skinning fat from shoulders and hams, or skinning fat backs.

**Fleshing.**—There is a very small sack, which contains a fatty tissue, around each hair root and which may be seen easily on close examination.

The contents of these sacks must be removed in the fleshing process, by scraping and breaking each sack. Fleshing machines are built to do this work, and it may be more easily accomplished by the use of such a machine.

However, if there is no fleshing machine available, the fleshing must be done by hand, as follows:

**Fleshing by Hand.**—Use a flat top table, part of which is covered with steel. On one end of the steel plate is a device for holding the skin, which will keep it in proper position during the operation of fleshing.

Leave about two inches of the end of the skin hanging over the edge of the table, and close holding device over it.

A blade about five inches long, called a cabinetmaker's scraper blade, is to be fastened firmly into a wooden handle, and this is called a fleshing knife. Be sure to keep the square edge on this blade sharp, by frequently filing it.

The skin is to be scraped with this fleshing knife. Sufficient pressure should be put on the knife when scraping to break the small sacks in the skin surface which hold the fatty tissue.

The accumulated fat from the scraping is to be dropped through an opening in the table into a container. The scraping is done in a direction away from the holding device and toward this opening.

Great care must be taken to inspect shoulder ends of skins carefully, in order to see that fleshing is properly done, as this is the most difficult part to flesh.

After properly fleshing the part of skin which is exposed, reverse the ends in the holding device and flesh that part which was covered.

### Grading.

—Skins are graded as follows:  
Extra No. 1, 6 in. in width by 18 in. long, and free from holes.

No. 1, 5 in. to 6 in. by 16 in. to 18 in. long, and free from holes.

No. 2, 4 in. to 5 in. by 12 in. to 18 in. long, and free from holes.

No. 1 Ham and Shoulder Skins, 7 in. in width by 11 in. long, and free from holes.

No. 2 Ham and Shoulder Skins, 5 in. by 9 in. or 6 in. by 7½ in. Any piece which will measure 45 square inches may be included in this selection.

**Freezing.**—When the grading of skins has been finished they are tied in bundles of 27 lbs. each, with salt sprinkled between each layer. They are then placed in a sharp freezer, from 10 degs. above zero to zero or below. Have the skins

reasonably dry, all moisture possible being eliminated before they are put in the freezer.

Ship in refrigerator cars, packed loose or in barrels.

**Salting.**—Where it is not possible to hold the fresh pig skins in the freezer, they may be salted and tied in 27 lb. bundles. Each skin should be laid flat in salting box and carefully salted. After salting, pile in bundle and tie. When bundled, place in piles in a dry salt cellar.

## Fancy Cure for Jowls

When fancy breakfast bacon is scarce it is often found profitable to give jowls a fancy cure preparatory to smoking for bacon squares. A Western packer wants to know the curing ingredients and method of handling this product. He says:

Editor The National Provisioner:

Although there is a generally good outlet for jowl butts, we are unable to supply our bacon trade and we have thought of producing bacon squares.

Can you give us the curing ingredients and methods of handling jowl butts for bacon?

The butts must be properly trimmed and cured for best results. Following is a dry cure method that has been found very satisfactory:

For each 300 lbs. of green meat, use

12 lbs. fine grain salt

¾ lbs. granulated sugar

9 oz. nitrate of soda or saltpeter

Determine the green meat capacity of the curing box, and weigh off the curing materials in proper proportions for each box and mix very thoroughly. If possible, use a mechanical mixer, but if none is at hand see that the dry cure ingredients are very thoroughly mixed. This is essential to get the best results.

If possible, curing boxes such as are used for fancy brand bellies should be used for curing jowls which are to be smoked. However, curing vats or tierces can be used if it is not possible to use curing boxes.

### Boxes Should Not Be Moved.

In order to avoid disturbing the pickle which forms during the curing process, the boxes should be packed and left undisturbed in the place the curing is done.

A little of the curing mixture should be sprinkled in the bottom of the box before packing the first layer. All surfaces of each jowl should be rubbed with the curing mixture carefully, and then packed tightly in the box, face up.

An even distribution of the mixture should be made throughout the box, so there will be just enough left over to cover the top layer. When the box has been packed tight, the cover is fastened down firmly.

If the jowls are cured in tierces instead of boxes, the tierces should be packed as tightly as possible, and then headed up in order to exclude air.

Dry cured jowls should be ready for smoking at 20 days of age.

## Dry Cured Bacon

There is always a brisk demand for fancy dry-cured bacon. It is a product that is especially well-suited for selling sliced in cartons, and appeals to the trade that demands a high grade product.

It is not difficult to make, if you know how.

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers on sending in the following coupon, together with a 2-cent stamp:

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.  
Please send me copy of formula and directions for "Making Fancy Dry Cured Bacon."

Name .....

Street .....

City .....

Enclosed find 2-cent stamp.

## Hot Weather Rendering

When the weather begins to get hot and shop and other collected fats become rancid, the renderer often has trouble with too much acidity in his product. The following inquiry is from a renderer who receives the offal from a small packing house and collects shop fat and raw material from other sources. He says:

Editor The National Provisioner:

Our inedible tallow is too acid and the acidity in it is increasing. We get the offal from a small killing plant near by, also collect shop fats and certain other products to be rendered for grease.

We wash the offal and cut it open and clean it thoroughly before it goes into the tank.

We render only four or five tanks a week. To keep the product in as good condition as possible while we get enough to render, we keep a stream of cold water turned on it.

Our shop fat is often in a very bad state of decomposition. Is it possible to use something on it that will keep it from spoiling more?

Can you tell us anything that will help to reduce acidity?

One trouble this renderer is having is due to holding his raw materials too long, or waiting to get together too large a batch before rendering. Any material that is spoiled before it is rendered is sure to yield a large percentage of acid.

The best way to hold product and keep it from spoiling is to put it under refrigeration. The smaller renderer, however, often can not do this, as it is an expensive process. He should therefore render every day in hot weather, whether the batch be large or small.

### Hold Raw Material in Tank.

One way to hold raw material is to fill the bottom of the tank with water and place product in tank. Then turn on steam and bring temperature up just to a boiling point, then open the steam valve just a crack and keep the water simmering. Do not turn steam on strong enough to have the water splashing in the tank, but just enough to keep water simmering.

The temperature must not vary. If the temperature drops, rancidity will increase.

This practice can be continued until the product is to be cooked. Then draw off the water that has been simmering. This will dispose of the blood and dirty water accumulated during the process.

This is what is called "parboiling." Some superintendents believe that better results are secured by parboiling, while others prefer to keep product well sprinkled with cold water until it is ready to be cooked.

If tank water is drawn off with the tallow, this will raise the acidity, and the free fatty acid content is increased by contamination or dirt coming in contact with the tallow.

## Making Hot Tamales

Hot tamales are very popular in some sections of the country, sometimes as a specialty and also as a steady diet.

A Southern specialty manufacturer wants to know just how this product is made. He says:

Editor The National Provisioner:

I would have a good outlet for hot tamales, but I do not know how they are made. Can you tell me just how this product is prepared?

It would be well to begin making this product on a small scale, gradually in-

creasing the quantity made up. The tamale is a mixture of meat or fowl with dough made hot with chilies, then wrapped in corn husks.

**Beef Tamales.**—To 1 pint of corn meal and 1 tablespoon each of salt and lard add enough boiling water to make a thick dough. Take 1 lb. of beef and pour over it hot beef fat. Cut into small bits and season with salt and chili sauce.

Cut corn husks about an inch from the stalk end and boil in clean water until they are perfectly clean. Tear a few of these in narrow strips to use for tying the tamale. Dry the rest and run them over with a cloth dipped in hot lard.

Put a layer of the dough in the husk and over this a tablespoon of the prepared meat. Roll like a cigarette, with a layer of dough between each husk. Tie each end and steam 2 hours.

**Chicken Tamales.**—Where chicken is used for tamales, boil the chicken tender and set aside half of the well-seasoned broth. Bone and chop the chicken, mix with the balance of the broth and thicken with corn meal. Add six chili peppers boiled soft, and put through a colander, also 3 tablespoons of fine marjoram.

For the batter take the remainder of the broth, thicken with corn meal and mix into it a tablespoon of olive oil. Season with salt and make the dough just thick enough to spread. Place a layer of dough and a layer of minced and seasoned chicken, then another layer of dough in the corn husk. Tie the ends and steam for 2 hours as directed for tamales made with beef.

Do you use this page to get your questions answered?

## Tallows and Greases

How about your tallows and greases?

Are you turning out the maximum quantity of high grade material, or is too large a proportion going into lower grades? The difference between high grade and lower grade tallows and greases is sometimes due to carelessness or ignorance.

Directions for making white or brown greases, oleo oil, tank oil, mutton oil, etc., have been prepared by THE NATIONAL PROVISIONER. They are reprinted in handy leaflet form, and may be had by subscribers by sending in the coupon below, together with a 2c stamp.

The National Provisioner,

Old Colony Bldg., Chicago, Ill.:

Please send me reprint on Tallows and Greases.

Name .....

Street .....

City .....

Enclosed find 2 cent stamp.

## Operating Pointers

For the Superintendent, the Engineer and the Master Mechanic

### When is a Thing Worn Out?

By W. F. Schaphorst, M.E.

The rule or formula that definitely answers this question—"When is a thing worn out?"—has not yet been written. It is not easy to write one that is applicable to everything.

Some automobile owners, for example, declare that a car "wears out" in one year and they annually trade in their one-year-old cars for new ones. But the "old" car still continues to run for a number of years in the hands of subsequent owners. Whether or not an automobile is worn out therefore depends largely on the whim of the owner.

In some steam power plants ten-year-old engines or turbines have been "junked" and replaced by more efficient and more economical apparatus. The selfsame equipment in other less progressive power plants would have been kept another ten years or more.

We all have our own ideas about worn-out clothes and when they should be replaced. The average man "wears out" one straw hat and one felt hat each year. Women "wear out" hats more rapidly than men.

Some people use lead pencils until they are "stubs." Others discard them as soon as they are inconveniently short. And so on.

What, then, is a good rule? My answer is this:

*A thing is worn out as soon as it is found that it will PAY to replace it.*

For example, a certain power transmission belt, eight years old, pulls full load immediately after tightening. But it stretches quickly, slips, and must be retightened often. It is too old. Its elasticity is gone. The cost of frequent retightening, plus the cost of lost power due to slip, plus the loss of production, are so high that it would easily PAY to install a new belt.

Simply because we can "get along" with an old machine, part, or thing, is no proof that it is not already worn out.

Entirely too much machinery is in daily use that is "worn out." It should be replaced because it will PAY to replace it.

### MEAT INSPECTION CHANGES.

Recent meat inspection changes are announced as follows by the U. S. Bureau of Animal Industry:

**Meat Inspection Granted.**—United Sausage Co., 1605 Columbus avenue, Boston, Mass.; Louis H. Rettberg, Inc., Union Stock Yards, Baltimore, Md.; Benjamin Eskolsky, 29 Scammel street, New York, N. Y.

**Meat Inspection Withdrawn.**—Swift & Company, Worcester, Mass.; E. H. Wetherbee, Inc., St. Paul, Minn.; Humphrey Supply Co., Reno, Nev.; Chicago Packing Co., Chicago, Ill.; Geikler Bros., Philadelphia, Pa.; Greisler Bros., Philadelphia, Pa.; H. D. Reese, Philadelphia, Pa.; Reading & Dickison, Philadelphia, Pa.

**Meat Inspection Extended.**—J. S. Hoffman Co., Chicago, Ill., to include Baker Packing Co., Dime Packing Co. and Rival Packing Co.; Keefe-LeSturgeon Co., Arkansas City, Kans., to include Henneberry & Co.





This special chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of cash lard prices at Chicago from January, 1913, to May, 1926.

The influence of high war time prices on lard is graphically shown in this chart, as well as the low levels to which prices dropped during the period of deflation. At a few points the month's average closely approached the pre-war level.

In spite of the record hog runs in 1923 and 1924 and the early months of 1925, lard held at a fairly good price level, having the strong support from abroad.

With the prediction of sharply decreased hog runs, made in the summer of 1924, lard prices showed an upward trend until the middle of 1925. Increasing hog prices beginning in the middle of 1925 were accompanied by decreasing lard prices, and with slight fluctuation they have not rallied materially.

Lard prices appear to be very much out of line with live hog prices.

#### MEAT FROM CONTINENT BARRED.

As a result of the discovery of foot-and-mouth disease in hog carcasses from the Netherlands intended for consumption in Great Britain, the British Ministry of Agriculture and Fisheries has prohibited the landing in Great Britain of all carcasses from continental European countries, according to a cable received by the Department of Agriculture from London.

The order covers carcasses of cattle and sheep as well as hogs, and also fresh and refrigerated meat of such animals, but does not cover fully cured bacon and ham or rendered fat, cooked or preserved meat or meat essences, or hides and skins which have been dry or wet salted. Imports from Ireland, the Channel Islands and the Isle of Man are not affected by the order.

Should the quarantine continue any length of time, it will be of far reaching significance for the meat trade of the United Kingdom, the Netherlands, all Northern and Western Europe and the United States. The large supplies of fresh pork which have been moving from the Netherlands to the British markets will have to seek other markets or be shipped as cured meat, and Great Britain will be obliged to look elsewhere for its supplies of fresh pork.

In 1925, out of a total British importation of 139,000,000 lbs. of fresh and frozen pork, 92,000,000 lbs. were from the Netherlands, 20,000,000 lbs. from the Irish Free State, and 14,500,000 lbs. from the United States.

Of the total of pork supplies in the Lon-

don Central Markets in 1925, nearly 70 per cent was from the Netherlands. Beef and mutton supplies from the continent of Europe are of minor significance on British markets.

This is the first time that the British Government has prohibited the importation of any kind of fresh meat on account of foot-and-mouth disease, although for several years there has been a strict quarantine against live animals from countries in which the disease was known to exist.

#### BRITISH PORK PRICES RISE.

The order of the British Ministry of Agriculture and Fisheries prohibiting imports of fresh and refrigerated meats from the Continent of Europe on account of foot and mouth disease has resulted in sharp increase in pork and veal prices, according to a cable from E. A. Foley, American Agricultural Commissioner at London.

Prices of Dutch pork, which were quoted in the carcass at from 21@25c a pound at London for the week of May 26, have advanced as much as 7½ to 28c pound for various cuts. British pork has advanced as much as 6@28c and veal 3@23c, as domestic supplies are inadequate to meet requirements, according to Mr. Foley. Since lamb and beef supplies are largely obtained from Southern Hemisphere countries there has been little or no change in the prices of these meats.

Last week's shipments from the Netherlands to London amounted to 260 short

tons of beef and veal, 205 short tons of mutton, and 177 short tons of pork. The previous week's total Dutch meat shipments to London were 689 short tons. Figures for the current week will reflect the cutting off of this large trade.

London is especially dependent upon Dutch supplies of pork and veal, nearly 70 per cent being of Dutch origin in the case of pork, but the effect of the prohibition will be felt all over the United Kingdom if it continues for any length of time. Dutch hogs are imported in the carcass not only for consumption as fresh pork in the London markets and in the south of England, but it is known even to be cured as bacon in English and Scottish bacon factories.

The Dutch Government maintains that the infected carcasses discovered by the British authorities were not of Dutch origin but were shipped through the Netherlands. Consequently, according to a cable just received, the Dutch Government has declared an embargo on all transshipments of fresh meat through the Netherlands except in special cases authorized by the Dutch Ministry of Agriculture.

#### DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending June 5, 1926, amounted to 3,826 metric tons, according to cable reports to the U. S. Department of Commerce. Of this amount, 3,747 metric tons went to England.



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Market Active and Strong—New Season's Highs—Cash Demand Good — Hogs Highest Since 1920—Receipts Disappointing—Oil Strength a Factor.

A large volume of trade featured the market for hog products the past week. And under general commission house buying, absorption by packers' brokers, removal of hedges against cash sales, and covering of shorts, prices advanced daily into new high ground for the season. Prices were influenced in the main by continued strength in hogs, the live hog level at Chicago reaching the best figure since 1920.

Profit taking was active at times, but was readily absorbed. And, although there appeared to be efforts at times to definitely check the upturn, the selling was swept away, and the market continued to be helped by the decided strength in the edible oil situation and by a better feeling in the grain markets.

### Hogs in Strong Position.

The Iowa election led to the belief that Federal farm aid for the corn belt was practically assured, and consequently this had sentimental influence. A survey issued by the Department of Agriculture had considerable influence, the Department pointing out that the supply of hogs in sight for slaughter was no greater than last year with pork products in storage 27 per cent, or equivalent to 1,500,000 hogs, less than last year, indicating that hogs are in an exceedingly strong position for the next five months.

It also pointed out that the hog-corn ratio is near the highest on record, as well as cautioning the hog producer to bear in mind the previous violent down swings in hog prices that have been caused by over-expansion under similar price relationships between corn and hogs.

The movement of hogs was persistently under that of a year ago, and, although there were slight reactions in both futures and hogs from the high point, the bulk of the gain was maintained. Sentiment was more mixed on the advances this week, however, but in a general way the position of the product market appeared to be rather sound aside from the high levels that have been established.

With indications pointing to a continued strong position in hogs the question naturally arises as to what extent the future movement to market will prove to be. The stocks are comparatively small, particularly of lard, and the market is rapidly approaching the season of the year when foreign trade becomes better and outward movement of lard heavy.

### Export Lard Demand Continues Good.

Export demand for lard continued fairly liberal, with England and the Continent recent buyers. Reports from the west indicated that consignments continued fairly liberal, while general reports are to the effect that the stocks of lard abroad are quite moderate.

Another feature in the lard situation is the foreign oil position. Domestic users of edible oils have been buying foreign edible oils of almost every description, and in a moderate to liberal way, at least sufficient in extent to force the foreign oil

markets somewhat higher, and lead to the prospects that Europe might in the long run be forced to substitute lard for some of the oil that it has sold and will ship to this country in the next few months. This appears to be one of the features in the lard market that will bear rather close watching.

The outward movement the past week was on a liberal scale as indicated by the following detailed shipments for the week ended June 5th:

	Pork, Brls.	Lard, Lbs.	Meats, Lbs.
Liverpool .....	1,416,000	4,427,000	
London .....	918,000	1,342,000	
Glasgow .....	115,000	750,000	
Other English ports .....	1,048,000	1,181,000	
Antwerp .....	165,000	38,000	
Germany .....	125	5,639,000	1,700,000
Holland .....	1,334,000	206,000	
France .....		5,000	
Other Con. ports .....	15	325,000	50,000
Elsewhere .....	255	529,000	67,000
Total .....	395	10,889,000	9,766,000

The average price of hogs at Chicago at the beginning of this week was \$14.35 compared with 13.75 a week ago and \$12.15 at this time last year. The average weight of hogs at Chicago last week was 252 lbs.,

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending June 5, 1926, with comparisons, are reported as follows by the U. S. Department of Commerce:

Hams and Shoulders, Including Wiltshires.				
	Week ending—			July 1, 1925*
	June 5, 1926.	June 6, 1925.	May 29, 1925.	June 5, 1926.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	1,905	3,350	1,966	199,679
To Belgium .....		32		8,910
United Kingdom .....	1,721	2,885	1,804	171,573
Other Europe .....				2,378
Cuba .....	19	401	136	10,124
Other countries .....		32	26	11,694
Bacon, Including Cumberlands.				
Total .....	3,870	5,064	3,672	180,187
To Germany .....	1,714	214	3,232	13,563
United Kingdom .....	1,760	3,795	415	116,766
Other Europe .....	371	933		23,040
Cuba .....		30		18,449
Other countries .....	34	92	25	8,369
Lard.				
Total .....	11,180	15,812	12,966	936,993
To Germany .....	5,207	3,442	5,112	199,573
Netherlands .....	1,623	513	1,555	40,048
United Kingdom .....	2,136	7,042	3,410	200,966
Other Europe .....	333	1,410	784	46,090
Cuba .....	1,536	1,967	1,383	70,477
Other countries .....	354	1,438	722	88,200
Pickled Pork.				
Total .....	144	184	183	25,920
To .....				
United Kingdom .....	22	40	7	2,682
Other Europe .....	28			2,790
Canada .....		100	81	7,320
Other countries .....	94	44	95	13,128

TOTAL EXPORTS BY PORTS.				
	Hams and shoulders, M lbs.	M lbs.	M lbs.	Pickled pork, M lbs.
Total .....	1,905	3,870	11,180	144
Boston .....	223	15	220	1
Detroit .....	934	779	751	
Port Huron .....	440	380	618	22
Key West .....	165		1,048	
New Orleans .....	19	3	842	93
New York .....	124	2,702	7,600	28
Philadelphia .....			110	

DESTINATION OF EXPORTS.				
	Hams and shoulders, M lbs.	M lbs.	M lbs.	Bacon, M lbs.
Exported to .....				
United Kingdom (total) .....	1,721	1,780		
Liverpool .....	680	1,034		
London .....	343	127		
Manchester .....	38			
Glasgow .....	178	3		
Other United Kingdom .....	482	500		
	Lard, M lbs.	M lbs.	M lbs.	
Exported to .....				
Germany (total) .....	5,207			
Hamburg .....	5,064			
Other Germany .....	113			

\*Corrected to April 30.

against 251 lbs. the previous week, 237 lbs. last year, and 238 lbs. two years ago.

### Hog Receipts Slightly Smaller.

The receipts of hogs at the leading western packing points last week were 486,974 against 499,500 the previous week, and 568,000 the same time last year. Since March 1st, receipts for the season to date have been 6,880,000 against 7,359,000 the same time last year.

PORK—A fair demand, limited offering and a strong market were the features at New York with mess quoted at \$41.75, family, \$44@46; and fat backs \$35@38.

At Chicago mess quoted at \$38.50.

LARD—The market was strong but demand good. At New York prime western quoted at 17.60@17.70; middle western, 17.45@17.55; city, 17½; refined Continent, 18½@18¼c; South American, 19c; Brazil kegs, 20c; compound, 17¼c.

At Chicago regular lard in round lots quoted 5 points under July; loose lard 72¼c under July and leaf lard 105 under July.

BEEF—The market was firm but dull with mess New York \$18@20; packet, 18@20; family, \$22@24; extra India mess, \$35@40; No. 1 canned corned beef, \$3; No. 2, \$8.25; 6 lbs., \$18.50 and pickled tongues, 55@60, nominal.

SEE PAGE 39 FOR LATER MARKETS.

### EUROPEAN PROVISION CABLES.

The Hamburg provision market for the week ended June 5 remains about the same, says Trade Commissioner E. C. Squire, in his weekly cable to the U. S. Department of Commerce. The approximate receipts of lard on this market during the week were 2,500 metric tons.

Arrivals of pigs at 20 important German markets for the week were 69,000.

The top Berlin price for hogs was approximately 16.88 cents per pound.

The Dutch market became slightly firmer with prices ranging slightly higher than for the previous week.

The Liverpool market was rather strong because of small spot stocks, and shipments from the United States are smaller because of the fact that c.i.f. offers are higher than spot stocks.

The estimated Danish slaughter of pigs for the week ended June 4 was 68,000.

Summary of stocks, demand and prices is as follows:

Hamburg.			
STOCKS DEMAND		PRICES	
		Cents per lb.	
Refined lard .....	Med.	Avg.	No report
Fat backs .....	Med.	Poor	
Frozen livers .....	Med.	Avg.	
Rotterdam.			
			May 30, 1926.
Ex. neutral lard .....	Lt.	Poor	@19.11
Ex. oleo oil .....	Hvy.	Avg.	14.38@14.56
Fr. oleo oil .....	Lt.	Avg.	13.47@13.65
Ex. oleo stock .....	Med.	Poor	@13.38
Fat backs .....	Lt.	Avg.	
Ref. lard .....	Med.	Avg.	
Ex. premier jus .....	Med.	Avg.	
Antwerp.			
Ref. lard .....	Lt.	Good	No report
Picnics .....			No report
Fat backs .....	Med.	Avg.	
Liverpool.			
			June 4, 1926.
Hams, AC, lt. ....	Lt.	Good	29.30@29.95
Hams, AC, hvy. ....	Lt.	Good	28.86@29.51
Hams, long cut .....	Lt.	Good	29.51@30.38
Picnics .....	Med.	Avg.	19.10@20.83
Sq. shdres. ....	Lt.	Good	21.27@21.70
Cumbe, light .....	Lt.	Good	27.56@29.99
Cumbe, heavy .....	Lt.	Good	27.34@27.56
Am. Wiltshires .....	Lt.	Good	25.61@26.04
Cl. bellies .....	Med.	Good	24.52@25.17
Ref. lard in boxes .....	Med.	Avg.	

# Godechaux's CURING SUGAR

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American Meat Packers

Try it! Test it! Once used,  
it becomes your standard

**Assures**  
**Quality Product**  
**Uniformity of Cure**  
**Material Saving in Cost**

## PRICE

In 100 lb. Bags.....\$5.20  
per cwt. f.o.b. Reserve, La.  
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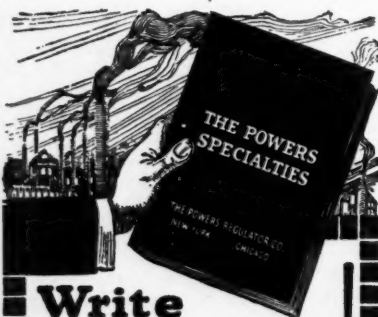
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(3111A) directory

## LARD AND GREASE EXPORTS.

Exports of lard from New York, June  
1 to June 9, 10,276,878 lbs.; tallow, none;  
greases, 1,737,600 lbs.; stearine, none.

## BEEF GRADES ESTABLISHED.

Government standards for grades of  
beef have been established by the U. S.  
Department of Agriculture, effective July  
1, 1926, under an order signed by Secre-  
tary of Agriculture Jardine on June 3.

Beef is divided into five classes—steer  
beef, heifer beef, cow beef, bull beef and  
stag beef.

The seven grades provided are prime,  
choice, good, medium, common, cutter  
and low cutter. Only steer and heifer  
beef are divided into the seven grades,  
prime representing the highest and low  
cutter the lowest. Cow, bull and stag beef  
are divided into six grades, choice rep-  
resenting the highest and low cutter the  
lowest.

In making the announcement of the of-  
fer of this standardization of beef to the  
trade, the department says:

"Tentative government grades for car-  
cass beef were prepared in June, 1923,  
and revised the following April. Public  
hearings were held in numerous cities  
throughout the country toward the close  
of 1925, at which the sentiment of pro-  
ducers, slaughterers, wholesale and retail  
meat dealers, and others interested in the  
livestock and meat industries was over-  
whelmingly in favor of the standardized  
grades as presented.

"The system of standardized grades for  
dressed meats, of which the grades for  
carcass beef are a part, has been used con-  
tinuously by the Bureau of Agricultural  
Economics in its wholesale meat market  
reporting service since February, 1917.  
It has also been applied to the grading of  
millions of pounds of meat for the United  
States Lines, the Laid-Up Fleet, many in-  
dependent steamship lines and other large  
commercial concerns, as well as by the  
purchasing departments of numerous pub-  
lic institutions, both federal and state."

Rules and regulations covering the  
grading of meats and meat food products  
also have been approved by the Secretary  
of Agriculture, effective July 1. Boston,  
New York, Philadelphia, Baltimore,  
Washington, Norfolk, Chicago, and San  
Francisco are designated as important  
central markets where the service is avail-  
able. Other central markets will be desig-  
nated by the Secretary from time to time.  
This service is optional with the applicant  
and a nominal fee will be charged to  
those receiving the service.

Copies of the regulations may be ob-  
tained from the Department of Agricul-  
ture, Washington, D. C.

## MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products re-  
ceived at the port of New York for the  
week ending June 5, 1926, are reported  
officially as follows:

Point of origin.	Commodity.	Amount.
Italy—Sausage and hams.....		530 lbs.
Germany—Smoked ham.....		700 lbs.
England—Potted ham and tongues.....		300 lbs.
Ireland—Smoked pork.....		1,072 lbs.
Holland—Smoked ham.....		1,430 lbs.
Holland—Sausage, tins.....		100 lbs.
Hungary—Loose sausage.....		120 lbs.
Spain—Sausage, tins.....		82 lbs.
Canada—Calf carcasses.....		2,307
Canada—Smoked pork.....		5,888 lbs.
Canada—Pork tenderloins.....		480 lbs.
Canada—Calf livers.....		3,570 lbs.
Canada—Spareribs.....		500 lbs.
Canada—Beef tongues.....		19,341 lbs.
Canada—Beef trimmings.....		18,813 lbs.
Canada—Fresh ham.....		300 lbs.
Italy—Smoked pork.....		906 lbs.
Italy—Sausage, loose.....		5,688 lbs.

## NEW YORK LIVESTOCK.

Receipts of livestock at New York for  
week ending June 5, 1926, are reported  
officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	4,293	12,988	5,849	37,588
New York.....	986	4,054	13,803	.....
Central Union.....	4,156	2,107	.....	1,985
Total.....	9,435	19,149	19,652	39,473
Previous week.....	7,362	16,904	22,225	43,917
Two weeks ago.....	8,402	16,278	21,625	38,387

## Storage Stocks Decline

Stocks of all meats in storage in the  
United States showed a decline during the  
month of May. They are well under  
those of the five-year average in every  
case except cured beef, which shows a  
slight increase.

Lard is the only item showing an in-  
crease over last month, a gain of about  
8½ million pounds being made during the  
month. Stocks are now only 24½ million  
pounds below the five-year average.

Cured sweet pickle meats declined ap-  
proximately 15,000,000 lbs. during the  
month, while sweet pickle meats in pro-  
cess of cure increased about 2,000,000 lbs.

Dry salt meat stocks declined only  
slightly during the month, but stand  
about 55,000,000 lbs. below the average of  
the last five years.

In considering this five year average,  
it should be remembered that the two  
years of record hog production are in-  
cluded. Should each of these five years  
be normal years, the comparison would  
not be quite so marked.

The report of the U. S. Bureau of Agri-  
cultural Economics on storage stocks in  
the United States on June 1, with com-  
parisons of a month ago and the five-year  
average on June 1, are as follows:

	June 1, '26	May 1, '26	5-Year Av.
Beef, frozen.....	26,733,000	32,372,000	51,252,000
Cured.....	14,637,000	15,831,000	12,370,000
In cure.....	11,336,000	11,775,000	10,792,000
Pork, frozen.....	117,107,000	124,569,000	180,415,000
D. S. cured.....	72,024,000	74,170,000	105,488,000
D. S. in cure.....	65,470,000	66,154,000	86,722,000
S. P. cured.....	120,260,000	135,052,000	181,474,000
S. P. in cure.....	205,763,000	203,833,000	242,968,000
Lamb and mutton, frozen.....	1,895,000	2,393,000	5,364,000
Misc. meats.....	47,834,000	48,174,000	71,298,000
Lard.....	106,820,000	98,395,000	131,313,000

## PORK TRADE IN AUSTRALIA.

(Continued from page 24.)

The cured bacon, which includes all  
cuts, is sold very largely by what is  
known as dairy produce commission  
houses, which specialize in bacon, cooked  
meats, butter, cheese and eggs. Grocers  
also sell these same lines.

There is little or no bacon sold through  
the agency of what is known as the fresh  
meat butcher. This man sells only fresh  
meat.

Sausage is a popular product, its sale  
being perhaps relatively greater than in  
the United States. Cooked hams, too,  
are popular. The general practice is to  
cook them without boning, but a growing  
demand for the boned ham is reported.  
The practice of skinning hams is not fol-  
lowed.

## Hog Marketings in Australia.

The approximate average weekly hog  
marketings in each of the more important  
hog producing states of the Common-  
wealth, ranges from 2,000 to a maximum  
of 8,000 in the states of larger produc-  
tion. In some sections the hog produc-  
tion is negligible.

Through the columns of THE NATIONAL  
PROVISIONER both Mr. Nancarrow and Mr.  
Jacobs extend their appreciation of the  
welcome accorded them by packers  
throughout the United States. They were  
warm in their praise of the assistance  
rendered them in observing the best methods  
followed in manufacture and distribution  
in this country. They also received much  
valuable information from officials in the  
Bureau of Animal Industry, the Bureau  
of Agricultural Economics and others in  
the U. S. Department of Agriculture.

The visitors will sail for Australia on  
June 16 from San Francisco.

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—A continued strong position in tallow was the feature of the market again this week, prices making a new high for the move with some business extra New York at 9¼c. Demand, however, was not active, but producers were firm in their ideas and with competing articles still showing strength and at least holding the recent gains, the situation was looked upon as one where sellers continue to have the advantage.

At New York special quoted at 9¾c; extra, 9¼c and edible at 10¼c nominal.

At Chicago the tallow market was very steady with a good demand for prime packer with last sales reported at 9¼c f.o.b. Chicago. At Chicago edible quoted 11@11¼c; fancy, 9¾@10c; prime packer, 9¼@9½c; No. 1, 9c; and No. 2, 7¾c.

At Liverpool Australian tallow was slightly firmer with fine quoted at 44s 6d and good mixed at 43s 9d. At the London auction on Wednesday June 9, 1,175 casks were offered and 336 sold at prices unchanged to 9d higher for week, with mutton at 44@44s 6d; beef at 44@45s and good mixed at 43@44s.

**STEARINE**—A moderate trade and a very strong market featured this market with sales from 13¼c up to 15c. The market was firm at the top with offerings moderate and sellers holding for 15c for oleo at New York.

At Chicago the market was firm but trade moderate, and oleo quoted at 14@14¼c.

**OLEO OIL**—A moderate volume of trade but a stronger market was noted in this quarter also. Sales of extra New York were reported at 14¼c, and extra was held as high as 15c here. Medium quoted at 13¾c and lower grades at 12¾c.

SEE PAGE 39 FOR LATER MARKETS.

**LARD OIL**—Consuming demand was reported quite active and the market firm, reflecting strength in raw materials. At New York edible quoted at 18c; extra winter, 15c; extra, 13½c; extra No. 1, 12½c; No. 1, 12¼c; and No. 2, 12c.

**NEATSFOT OIL**—The market was

very firm, with a steady but routine demand. Raw materials continued strong. At New York pure quoted at 16¼c; extra, 12½c; No. 1, 12¼c and cold test at 19¼c.

**GREASES**—While the market was very strong with offerings light and firmly held, the demand nevertheless continued quite moderate. Consequently producers and consumers were apart in their ideas. The general grease situation remained one of firmness and what buying developed was at about the best levels of the move.

At New York house quoted at 8½c; yellow, 8½@8¾c; A white, 9¼c; B white, 8¾@9c; and choice white all hog at around 12c.

At Chicago demand was fairly good with some white grease worked to Rotterdam with choice white quoted at 11½c; A white, 9½c; B white, 9c; yellow, 8@8¾c; and brown 7¾c.

## Packinghouse By-Products

### Blood.

Chicago, June 10, 1926.

Prices advanced 15@25c with ground held at \$4.25 and unground at \$4.15.

Unit ammonia.

Ground ..... \$4.25@4.35  
Crushed and unground..... 4.00@4.15

### Digester Hog Tankage Materials.

Market active and higher, with few sales below \$4.25 and many at that figure to \$4.50, with best held at \$4.75. Liquid stick at \$3 @ \$3.25.

Unit ammonia.

Ground, 7 to 12% ammonia..... \$4.15@4.50  
Unground, 11 to 13% ammonia..... 4.35@4.50  
Unground, 6 to 10% ammonia..... 4.00@4.25  
Liquid stick, 8 to 12% ammonia..... 3.00@3.25

### Fertilizer Materials.

Prices again higher. Most ground at \$3.15 @ \$3.35 and unground at \$2.85 @ \$3.10.

Unit ammonia.

High grade, ground, 10-11% ammonia... \$ 3.25@ 3.40  
Lower grade, ground, 6-9% ammonia..... 3.00@ 3.15  
Medium to high grade, unground..... 3.00@ 3.25  
Lower grade and renderers', unground... 2.85@ 3.00  
Bone tankage, unground..... 3.00@ 3.25  
Hoof Meal..... 3.75@ 4.00  
Grinding hoofs, per ton..... 4.00@ 4.25

### Bone Meals.

Demand improved at the best prices of the season thus far.

Per Ton.

Raw bone meal..... \$35.00@45.00  
Steam, ground..... 33.00@40.00  
Steam, unground..... 26.00@35.00

### Cracklings

Soft pressed pork at \$85 and beef at \$45 basis Chicago, with most hard pressed at around \$1.15 basis Chicago.

Per Ton.

Pork, according to grease and quality.... \$80.00@85.00  
Beef, according to grease and quality.... 47.00@76.00

### Horns, Bones and Hoofs.

Demand continued good at the following quotations:

Per Ton.

Horns ..... \$75.00@200.00  
Round shin bones..... 45.00@ 48.00  
Flat shin bones..... 42.00@ 45.00  
Thigh, blade and buttock bones..... 40.00@ 45.00  
Hoofs ..... 38.00@40.00

(NOTE—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Gelatine and Glue Stocks.

Traders were too far apart to permit much trading, although supplies are very scarce.

Per Ton.

Kip and calf stock..... \$31.00@36.00  
Rejected manufacturing bones..... 40.00@42.00  
Horn piths..... 35.00@36.00  
Cattle jaws, skulls and knuckles..... 35.00@36.00  
Sinews, pizzles and hide trimmings..... 23.00@25.00

### Animal Hair.

Offerings scarce and demand good, especially for crude winter.

Per Pound.

Coll and field dried..... 3 @ 5¼  
Processed ..... 7 @ 11  
Dyed ..... 8¼ @ 12  
Cattle switches (115 for 100), each..... 4 @ 5¼

### Pig Skin Strips.

Most buyers withdrew from the market temporarily and trend of prices was lower.

Per Pound.

Tanner grades..... 6 @ 7  
Edible grades, unassorted..... 4¼ @ 4¼

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, June 9, 1926.—Ground tankage is being quoted here at \$3.50 & 10c f.o.b. New York, but some sales have been made under this figure and the buying now is for next season's use. Stocks have been cut somewhat during the past week. Unground tankage is bringing around \$3.00 & 10c f.o.b. basis New York for prompt and future shipment.

The new prices for nitrate of soda have not attracted any buying interest from fertilizer manufacturers except for nearby deliveries, as they think there may be a chance of getting still lower prices at a later date.

## MARCH BY-PRODUCTS YIELDS.

The estimated average yield and production of animal by-products from slaughter under Federal inspection for the month of March, 1926, with comparisons, are compiled and reported as follows by the U. S. Department of Agriculture:

Class	Average weight per animal		Per cent of live weight		Production				Per cent Mar., 1926, is of average
	Mar. 1, 1925, to Feb. 28, 1926	Mar., 1926	Mar. 1, 1925, to Feb. 28, 1926	Mar., 1926	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	
Edible beef fat <sup>1</sup> .....	24.52	41.21	3.62	4.24	337,118	28,955	28,751	31,889	110.13
Edible beef offal.....	28.34	29.66	2.97	3.05	276,289	18,556	20,607	22,951	121.72
Cattle hides.....	64.55	66.00	6.77	6.78	634,809	44,717	48,177	51,846	115.94
Edible calf fat <sup>1</sup> .....	1.27	1.04	0.72	0.66	6,762	353	405	480	122.14
Edible calf offal.....	6.44	6.16	3.66	3.60	34,465	2,322	2,881	2,845	122.52
Lard <sup>2</sup> .....	54.62	41.72	15.04	17.45	1,394,889	145,070	113,484	148,075	102.07
Edible hog offal.....	5.89	6.31	2.56	2.64	237,935	19,110	17,709	22,398	117.20
Pork trimmings.....	12.02	12.89	5.22	5.30	486,391	36,736	35,747	45,750	124.54
Inedible grease <sup>3</sup> .....	2.96	3.15	1.29	1.32	119,833	11,731	8,895	11,221	95.65
Sheep edible fat <sup>1</sup> .....	2.28	2.50	2.78	2.94	27,567	2,735	2,782	2,978	108.70
Sheep edible offal.....	1.57	1.86	2.28	2.13	22,723	1,660	1,750	2,160	130.12

<sup>1</sup> Unrendered. <sup>2</sup> Rendered.

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## Saves us 40% in Power



On questioning the Master Mechanic of one of the large Packers using seven "Newman's," he said: "It saves us 40% in power for grinding tankage, raw and steam bone, glue, fertilizer, etc."

Why don't you save this power with a guaranteed "Newman"?

**\$300.00 to \$495.00 f.o.b. factory**

**Newman Grinder & Pulverizer Co.**

214 S. Wichita St., Wichita, Kansas

The Cincinnati Butchers' Supply Co., Distributors,  
Chicago, Ill.

### VEGETABLE OIL SITUATION.

Although the potential production of edible vegetable oils throughout the world for 1925 was apparently larger than in the preceding year, there are indications that a balance may be struck between increases in world cottonseed oil production and a decrease in other edible oils, including that from sunflower seed, says the U. S. Department of Agriculture.

The department also notes that there was a heavier world consumption of these products during the year. Prices, however, declined.

The department says the data indicating a potential increase in the supply of vegetable oils do not necessarily indicate an increase in the production of edible oils.

There is a large demand for vegetable oils for industrial and technical purposes. There is also an important demand for oil-bearing products for other than oil production. How far vegetable oils can be substituted for animal products is governed almost wholly by relative price levels.

Indications are that the world production of coconuts and soya beans for 1925 is about equal to or slightly smaller than that of 1924, while olive oil production is definitely under that of 1924. A large crop of peanuts in India, the largest peanut producer, probably offsets decreases in that crop in other countries.

Increased corn production in 1925 increased the potential supply of corn oil, although that fact does not necessarily indicate that there will be an increased production of corn oil.

World production of cottonseed in 1925-26 is estimated to be 12 per cent greater than for 1924-25. In the United States the estimated cottonseed production is nearly 20 per cent greater than for the preceding year.

Sunflower seed production in Russia, the leading producing country, is estimated by Russian authorities to have increased 100 per cent in 1925 over 1924.

World flaxseed production for 1925, exclusive of India, was about one-fourth greater than in 1924. Argentina was the largest single factor in the increase, with Russia a secondary factor. The estimate for India is not yet available, but the acreage is reported to be 3 per cent below that of last year.

The production of coconuts in 1925 is believed to have been slightly larger than in 1924. The production of hempseed was much greater than in 1924. Russia, the most important producer, reported an increase of 254,000 short tons, or 69.7 per cent above 1924.

### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, June 1 to June 9, none.

### ALA. AND GA. CRUSHERS TO MEET.

A joint convention of the Alabama Cottonseed Crushers' Association and the Cottonseed Crushers Association of Georgia will be held on June 14 and 15 at Chattanooga, Tenn. Headquarters will be established at the Patten Hotel.

A splendid program has been arranged. Dr. Gus W. Dyer, of Vanderbilt University, and G. S. Melroy, of the U. S. Department of Agriculture, are to be the principal speakers. The matter of seed grading and adulteration of seed through the re-depositing of foreign matter at the gins will receive special attention.

### SAVING MONEY IN WEIGHING.

One of the greatest advances in the handling of meats in the packing house is the improvement in weighing methods which so many progressive firms have adopted.

Only a short time ago not much thought was given to the scales used. It was considered "good enough" to secure the approximate weight of the meats. Two or three ounces one way or the other didn't enter into the calculations to any great extent.

That there is a wide difference in how goods are weighed today as compared to those of former days can easily be seen in the modern packing house. A difference of only two ounces on each individual weighing runs into thousands of dollars in the course of the year.

If an overweight is shown on dozens of sales daily, the packer is bound to lose a good-sized sum yearly. On the other hand, if under weights exist, he is in danger of losing valuable business. The buyer wants all he pays for, even though he is a victim of an unintentional underweight.

The automatic principle of weighing today gives the user a big advantage over the out-of-date hand-operated scale. Not alone does it save time in the weighing of goods, but it shows at a glance the exact weight. It is not necessary for the weigher to guess as to the weight of goods that pass over the scale.

Only those who are making a close study of weights and measures have any idea of the amount of daily weighings in the packing industry, and can estimate the big advantage of automatic weighing in this particular field.

One company has perfected a tare dial to be used where gross, tare and net weights are desired. A lever at the side of the dial can be set to show tare weight. Then when goods are placed on the scale the gross, tare and net weights are shown, all before the eyes at one time.

It is not necessary for the operator to figure out the tare weight, and the makers of this scale say there is no danger of incorrect weight through incorrect setting of the weight on the tare beam. This is said to be an outstanding advantage in scale construction, which is meeting with favor among users of heavy duty scales.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, June 9, 1926.—Wholesale prices on green and cured pork products: Pork loins, 34@36c; green hams, 8-10 lbs., 30c; 10-12 lbs., 29c; 12-14 lbs., 28c; green picnics, 4-6 lbs., 20c; 6-8 lbs., 19c; green Cl. bellies, 6-8 lbs., 28c; 8-10 lbs., 28c; 10-12 lbs., 27½c; S. P. bellies, 6-8 lbs., 26c; 8-10 lbs., 27c; 10-12 lbs., 26c; 12-14 lbs., 25c; S. P. hams, 8-10 lbs., 30c; 10-12 lbs., 30c; 12-14 lbs., 29c; 18-20 lbs., 29c; city dressed hogs, 23½c; city steam lard, 17¼@17½c; compound, 17¼c.

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# VEGETABLE OILS

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**New Highs—Market Tight—Sentiment Still Bullish—Crude Lard Hogs New Highs—Cash Demand Moderate—Realizing Readily Absorbed.**

A decided broadening in trade in cottonseed oil futures on the New York Produce Exchange, with a more or less general revival in outside speculative interest and a continual advance into new season's highs daily were again the outstanding feature in the oil situation.

Persistent commission house buying and local bull efforts in a market where the most general bullish conditions ever prevailed readily absorbed the realizing and selling on the bulges. As a whole the situation appeared to be tighter than ever, notwithstanding the steady advance and the high levels prevailing.

### Market Responded to Buying Power.

The market's action clearly indicated that as yet the price has not discounted the situation. And although there were several small reactions at times, the breaks did not get very far. It was most notable that the market responded more readily to buying power than it did to selling pressure.

The bulk of the selling in the nearbys was to take down profits, although in the October and later positions there was persistent speculative selling. This is building up a large short interest in those months with close pit watchers estimating a short interest of fully 80,000 bbls. in the October delivery alone.

Not only did cottonseed oil futures make new season's highs this week, but crude oil and lard were in new high ground as well, and live hogs reached a level that has not been witnessed since 1920. A lack of pressure of cash oil continued, and was augmented somewhat by a satisfactory cash demand for lard and a continued disappointing movement of hogs to market.

### General Situation Strong.

A Department of Agriculture summary

on the hog situation indicating prospective tightness in hogs for the next five months, in connection with the almost certainty of limited oil supplies during the greater part of that period, added considerable strength to the situation in general and made for a position where buying power improved on the breaks and sentiment was radically bullish.

In many quarters the trade was talking 15@16c for October oil. The selling of October is looked upon as largely speculative, and in this connection some were

pointing out that the selling was apparently partly based on the belief that October was a new crop future, whereas in reality it is not, as it is seldom that new oil finds its way to this market in volume during that month.

As a result, the opinion prevailed that the short interest would have to buy back its commitments or transfer them to later positions, although some were inclined to feel that should the cotton crop position improve materially, the October was reaching a point where it was in debatable ground.

## SOUTHERN MARKETS.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., June 10, 1926.—New Orleans futures in cotton oil steady to strong all week up until Thursday, when weakness developed on profit taking and short sales. This was due to ideal weather for new crop cotton, a larger volume of trading developing in contracts here for new crop months, buyers being pleased with the fact that only bleachable prime summer yellow has been delivered so far this season.

Each new buying order for old crop crude and refined reveals great scarcity of supplies and is confined to a few strong holders for their summer compound trade. Reported that July shorts are not yet covered and that there is a large short interest in September and October, both of which should sell higher when smallness of carry over is established. Traders awaiting May consumption report with estimates of disappearance running between 265,000 and 350,000 bbls.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 10, 1926.—Crude cottonseed oil sold here this week at 14½c. Prime cottonseed meal, \$30.00; loose hulls, \$7.00. Memphis. Weather clear and hot.

### Believe Foreign Oil Import Heavy.

There is also an impression that larger quantities of foreign oils have been bought for importation than generally supposed, and this, it is felt, may become effective during the late summer.

The nearby deliveries, while in new high ground, did not command the speculative buying power so noticeable of late. And, although there was demand from shorts, the July lost part of its premium over September, while September increased its premium over October. Such a condition appears to be more or less natural as the nearbys should feel the tightness in the actual oil position until the point is reached where the short interest has been cut down materially in the nearbys.

It would not be surprising, however, to see the July delivery increase its premium again over September during the next month, or the period when the shorts will most likely have to even up, as all reports tend to indicate that there is little or no prospect for any important deliveries on contract.

### Crude Markets Continue Tight.

The crude markets continue tight and crude scarce. Little or nothing has been doing in the Southeast or the Valley, while a little Texas nearby sold at 14½c and a little Texas June shipment at 14¼c. In the southeast, the mills were holding for 14½c. In the Valley 14c was bid. Texas first half September was 12c bid, first 2 days September 11¾c bid, and all September 11½c bid.

There has been some trading in September and October Texas crude and some of the selling in the October future

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PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

## REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

## New Orleans — the Logical Market for Refined Cottonseed Oil

In testimony given before a Committee of the United States Senate the rules of the New Orleans contract market were pointed to as a model for others to follow. This market was established for the benefit of the cotton oil trade, less than a year ago, but it is now functioning as well or better than was to be expected. It is broadening rapidly and furnishes an ideal facility for consumers, refiners, crude oil producers and others who may find it useful.

The contract is for 30,000 pounds of refined oil in bulk, and an indemnity bond guarantees weight and grade, at the time of delivery.

Write the Trade Extension Committee, Room 511 Cotton Exchange Building, for information, rules, etc.

### NEW ORLEANS COTTON EXCHANGE New Orleans, La.

was felt to reflect hedges against crude purchases. The volume is difficult to estimate but in the aggregate is not believed to have been large.

Reports indicated that with better weather the past week, the cotton crop has made some improvement in conditions. But the strong statistical position of oil makes the market more or less independent for the time being of the new crop outlook. The lard situation appears to be quite strong and although there has been heavy realizing in lard, the market has absorbed the selling in a most remarkable manner.

Domestic lard demand has been good and export business pretty fair of late. The corn market has recovered somewhat and the Iowa election was looked upon as forecasting farm relief legislation which due to the upset to the administration, it is felt, will get more attention.

#### Cash Demand Moderate.

Cash demand for oil and compound has been moderate but prices are strong as

has been the entire edible oil and grease list. And although there have been some further purchases of English cotton oil to come here the quantities do not appear to be large as yet. The English coal strike is still unsettled, and this is tending to keep down nearby offerings.

Some interests in the trade are of the opinion, however, that there have been large purchases of other foreign oils to come here which will arrive in the next few months, or during the period when the shortage of cotton oil is expected to become most pronounced.

COTTONSEED OIL—Market transactions:

#### Friday, June 4, 1926.

	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	1575	a ....
June	.....	.....	.....	1575	a 1625
July	.....	2900	1617	1610	1602 a 1610
Aug.	.....	100	1605	1605	1590 a 1605
Sept.	.....	6100	1508	1496	1495 a 1500
Oct.	.....	8100	1370	1362	1362 a ....
Nov.	.....	500	1219	1208	1208 a ....
Dec.	.....	1000	1163	1142	1140 a 1145
Jan.	.....	100	1140	1140	1120 a 1140

Total Sales, including switches, 18,800 bbls. P. Crude S. E. 14 Sales.

#### Saturday, June 5, 1926.

	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	1575	a ....
June	.....	.....	.....	1592	a 1625
July	.....	100	1613	1613	1613 a ....
Aug.	.....	.....	.....	1597	a 1625
Sept.	.....	300	1502	1497	1500 a 1502
Oct.	.....	2900	1362	1356	1360 a 1362
Nov.	.....	.....	.....	1212	a 1220
Dec.	.....	200	1150	1150	1150 a 1160
Jan.	.....	200	1140	1140	1140 a 1150

Total Sales, including switches, 3,700 bbls. P. Crude S. E. 4 Bid.

#### Monday, June 7, 1926.

	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	1600	a ....
June	.....	.....	.....	1600	a 1650
July	.....	4100	1627	1615	1627 a 1626
Aug.	.....	100	1615	1615	1610 a 1625
Sept.	.....	4100	1529	1511	1524 a ....
Oct.	.....	5200	1378	1368	1374 a 1375
Nov.	.....	1400	1225	1220	1222 a 1228
Dec.	.....	600	1159	1152	1155 a 1160
Jan.	.....	.....	.....	1142	a 1150

Total Sales, including switches, 15,500 bbls. P. Crude S. E. 14-14½.

#### Tuesday, June 8, 1926.

	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	16	5 a ....
June	.....	.....	.....	1625	a 1650
July	.....	3400	1650	1640	1642 a 1650
Aug.	.....	1400	1634	1625	1625 a 1630
Sept.	.....	7000	1561	1543	1553 a 1555
Oct.	.....	9900	1400	1385	1390 a ....
Nov.	.....	2000	1247	1230	1239 a 1245
Dec.	.....	1900	1183	1165	1175 a 1180
Jan.	.....	500	1161	1160	1160 a 1165

Total Sales, including switches, 26,100 bbls. P. Crude S. E. 14-14½.

#### Wednesday, June 9, 1926.

	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	1615	a ....
June	.....	.....	.....	1625	a 1650

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Refiners of all Grades of

## COTTONSEED OIL

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Boreas, Prime Winter Yellow  
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Moonstar Coconut Oil  
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White Clover Cooking Oil  
Marigold Cooking Oil  
Jersey Butter Oil

General Offices:

CINCINNATI, OHIO

Cable Address: "Procter"

July	.....	1900	1640	1610	1635	a 1634
Aug.	.....	.....	.....	.....	1610	a 1630
Sept.	.....	3300	1550	1528	1541	a ....
Oct.	.....	4000	1385	1372	1375	a ....
Nov.	.....	1800	1230	1220	1221	a 1220
Dec.	.....	300	1175	1165	1168	a 1172
Jan.	.....	200	1162	1160	1150	a 1160

Total, sales, including switches, 11,500 bbls. P. Crude S. E. 14-14½.

#### Thursday, June 10, 1926.

	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	1615	1600 a 1615
Sept.	.....	1540	1508	1518	a 1520
Oct.	.....	1365	1340	1349	a ....
Nov.	.....	1200	1190	1190	a 1200
Dec.	.....	1151	1143	1151	a 1155

COCONUT OIL—Following a good business at the close of last week, the demand became rather inactive this week. But the undertone was firm and prices were at about the best levels of the move. Strength in tallow offset the falling off in demand. The copra market was rather firm. At New York tanks spot quoted at 5½¢ and futures at 10¾¢@10½¢. At the Pacific coast spot tanks quoted at 10½¢; June, July, 10½¢@10¼¢; August, 10½¢; futures, 9½¢@9¼¢.

SOYA BEAN OIL—A better demand was reported and the market was rather firm, with spot supplies limited, and the market influenced by the general oil strength. At New York nominal conditions prevailed, while sellers' tanks f.o.b. Pacific Coast were quoted at 10½¢.

CORN OIL—Demand has been quieter and the market more or less nominal. But offerings were light and firmly held with prices f.o.b. mills quoted at 13¢.

PALM OIL—More buying interest developed and prices were firmer with offerings moderate and the market influenced somewhat by the further strength in tallow. Nigre casks New York quoted at 8.40; shipment at 8.30; Lagos casks New York at 8.90; shipment at 8.75¢.

PALM KERNEL—Demand was somewhat better and the market strong with firmness in raw materials. Casks spot New York quoted at 10½¢; shipment at 10½¢, while barrels New York quoted at 11½¢ and shipment at 11¢.

PEANUT OIL—Mostly nominal although rumors current of liberal domestic buying of foreign peanut oil with confirmation lacking.

SESAME OIL—Market nominal.

COTTONSEED OIL—Demand was limited but the market strong. Cooking oil, New York, 16¾¢@17¢ asked by first hands, although some offers at 16½¢ ex-tore. Southeast crude 14@14¼¢; Valley and Texas sold at 14½¢.

SEE PAGE 39 FOR LATER MARKETS.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 9, 1926.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, 3.76@3.91 per cwt.; 98 per cent powdered caustic soda, 4.16@4.56 per cwt.; 58 per cent carbonate of soda, 2.04@2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9¼¢ lb.; olive oil foots, 8¾¢@8½¢ lb.; East Indian Cochiti coconut oil, 16¢ lb.; Cochiti grade coconut oil, domestic, 12¾¢ lb.; Ceylon grade coconut oil, 12¢ lb.

Prime summer yellow cottonseed oil, 17@17½¢ lb.; prime winter salad oil, 17½¢ lb.; raw linseed oil, 10.6@11.1¢ lb.

Extra tallow, f.o.b. seller's plant, 9½¢ lb.; dynamite glycerine, nom. 24@25¢ lb.; chemically pure glycerine, nom. 24@24½¢ lb.; saponified glycerine, nom. 17½¢@17½¢ lb.; crude soap glycerine, nom. 15½¢ lb.; Prime packers grease, nom. 8¾¢ lb.

**OFFICIAL RESOLUTIONS**  
 Passed by  
**THE NATIONAL DISTRIBUTION CONFERENCE**  
 Washington, December 16, 1925

**SUMMARY OF CONCLUSIONS**

The National Distribution Conference was initiated to examine the processes of distribution and conditions vitally connected with the purpose of attaining a better understanding, to attain a more efficient distribution of goods, to abate unnecessary obvious wastes and to abate unwarranted criticism due to misconceptions.

- Misunderstandings about distribution are so general and so such unwarranted assumptions that a statement of the present methods developed by economic forces and fundamentally are sound:
- (b) The essential distribution functions now performed by various agencies are fundamental and none may be eliminated but must be assumed and continued by others if present agencies are replaced by new methods.
- (c) Wasteful practices as they exist are not inherent in the present machinery of distribution, but arise through human failings such as lack of definite organized information and the imperfection of performance which characterizes alike producer, manufacturer and distributor.

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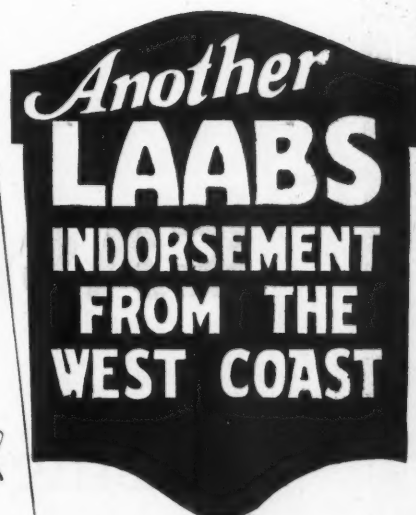
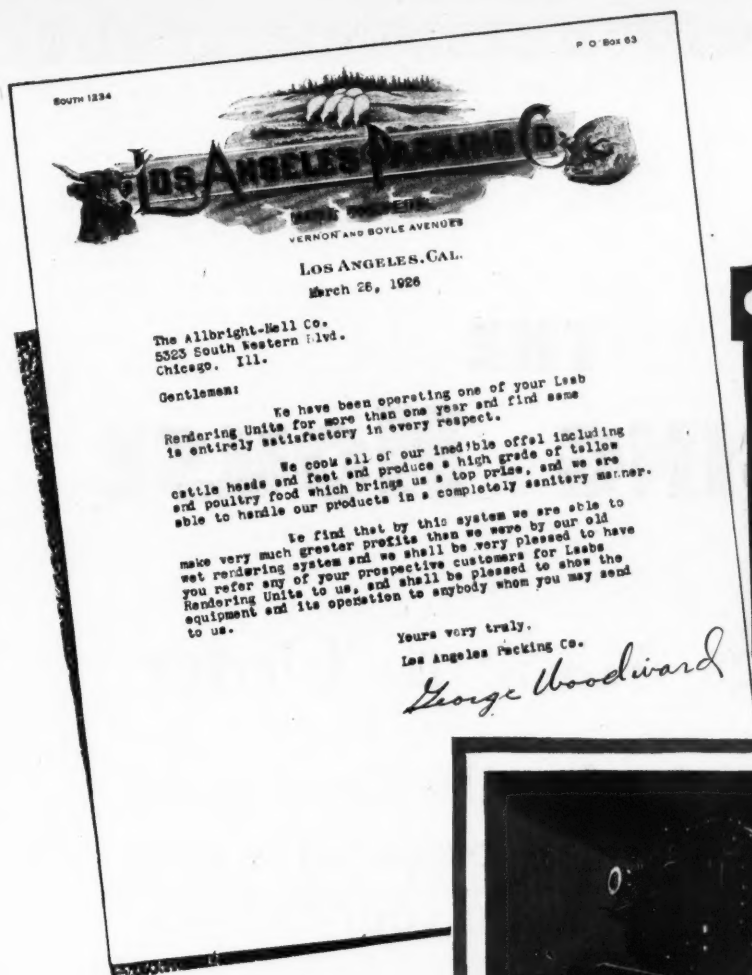
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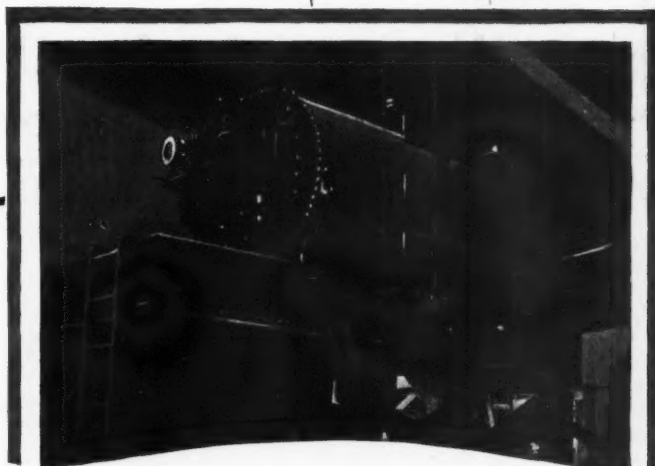
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products irregular the latter part of the week, under considerable profit taking, some selling reports and quieter cash demand. Commission houses big buyers on the breaks, creating a firm undertone. Hogs continued strong.

### Cottonseed Oil.

Cotton oil reacted under realizing and scattered selling with irregular lard market, but commission house absorption checked declines. Sentiment more mixed; cash demand quiet, but situation strong. Refined cotton oil at Hull, England, advanced 2s 6d this week, reflecting American buying. It is estimated here that not over 30,000 bbls. has been bought for shipment to America, an insignificant amount under present conditions.

Quotations on cottonseed oil at Friday noon were: June, \$15.90@16.25; July, \$16.10@16.20; August, \$15.90@16.20; September, \$15.13@15.15; October, \$13.52@13.55; November, \$11.98; December, \$11.55@11.57; January, \$11.45@11.55.

### Tallow.

Tallow, extra, 9/4c.

### Oleo Oil and Stearine.

Stearine, oleo, close, 15c.

### Hull Oil Market.

Hull, England, June 11, 1926.—(By Cable.)—Refined cottonseed oil, 43s; crude cottonseed oil, 40s 3d.

## FRIDAY'S GENERAL MARKETS.

New York, June 11, 1926.—Spot lard at New York: prime western, \$17.45@17.50; middle western, \$17.30@17.40; city, \$17.12; refined continent, \$18.00; South American, \$18.75; Brazil kegs, \$19.75; compound, \$17.25.

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending June 5, 1926, with comparisons:

	Week ending June 5.	Prev. week.	Cor. week, 1925.
Western dressed meats:			
Steers, carcasses	2,914	2,756	2,338
Cows, carcasses	650	817	529
Bulls, carcasses	327	113	178
Veals, carcasses	2,431	2,237	1,979
Lambs, carcasses	7,193	9,269	7,381
Mutton, carcasses	2,530	1,909	1,309
Pork, lbs.	269,809	334,274	280,635
Local slaughters:			
Cattle	2,289	2,708	1,939
Calves	3,522	3,463	2,896
Hogs	14,773	15,358	15,725
Sheep	5,156	4,782	4,583

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending June 5, 1926, with comparisons:

	Week ending June 5.	Prev. week.	Cor. week, 1925.
Western dressed meats:			
Steers, carcasses	2,746	2,827	2,792
Cows, carcasses	1,495	1,646	896
Bulls, carcasses	44	36	36
Veals, carcasses	1,909	1,510	2,004
Lambs, carcasses	8,252	8,156	9,599
Mutton, carcasses	1,864	1,419	556
Pork, lbs.	281,437	247,520	514,989
Local slaughters:			
Cattle	1,674	1,846	1,375
Calves	1,812	2,533	2,105
Hogs	15,580	14,811	12,079
Sheep	4,327	4,087	4,534

How should the hog "sticker" work to avoid damage to shoulder meats? Ask *The Blue Book*, the "Packer's Encyclopedia."

## TRADE GLEANINGS.

A new abattoir has been erected in Morton, Wash., by Neil D. McMahan and F. J. Ball.

It is reported that the Lawton Interests have spent \$50,000 for improvements on the Citizens Oil Mill in Anderson, S. C.

It is reported that the Camden Cotton Oil Company has acquired an oil mill in Camden, Ark., which it will improve and operate.

A new stockyards is soon to be established at Springfield, Ky., by the Washington County Stock Yards Co., organized with local capital.

A large building used for storing hides, fertilizer, etc., belonging to the Shreveport Packing Co., Shreveport, La., was recently destroyed by fire. The loss, which is fully covered by insurance, is estimated at around \$30,000. Production of the plant was not interfered with.

The city commission of Grand Forks, N. D., has voted to close the municipal abattoir on July 1. It was declared that there is no need for a municipal abattoir in that city, since arrangements can be made with the Northern Packing Company to do public slaughtering.

Herrud & Company has been incorporated at 939 Fulton street, Grand Rapids, Mich., with a capital stock of \$50,000. The company plans to erect a new plant and manufacture sausage of various kinds. Officers are: Andrew Herrud, president and general manager; Harvey Lindeman, vice-president; Carl S. Herrud, secretary-treasurer; Earl O. Herrud, sales manager.

## BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, June 11, 1926.

Market firm with good demand for entire line of provisions. Lard quotations somewhat erratic due to market fluctuations in the United States.

Demand continues for boxed meats, with a general scarcity of offerings from American packers.

Today's prices are as follows: Shoulders, square, 102s; picnics, 94s; hams, long cut, 138s; American cut, 136s; bacon, Cumberland cut, 128s; short backs, 120s; bellies, clear, 115s; Wiltshires, none; Canadian, 122s; spot lard, 86s.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending June 5, 1926, with comparisons, as follows:

	Week ending June 5.	Prev. week.	Cor. week, 1925.
Western dressed meats:			
Steers, carcasses	7,759	8,493	7,903
Cows, carcasses	453	629	655
Bulls, carcasses	158½	79	138
Veals, carcasses	10,669	9,909	12,573
Hogs and pigs	12	15	20
Lambs, carcasses	14,061	16,554	19,649
Mutton, carcasses	6,896	6,970	4,554
Beef cuts, lbs.	181,897	236,815	134,942
Pork cuts, lbs.	1,066,769	946,050	781,440
Local slaughters:			
Cattle	9,614	10,812	10,193
Calves	17,840	18,543	17,373
Hogs	37,285	40,904	40,018
Sheep	42,133	48,088	50,307

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to June 11, 1926, show exports from that country were as follows: To England, 70,420 quarters; to continent, 44,239 quarters; others none.

Exports for the previous week were: To England, 41,685 quarters; to the continent, 17,373 quarters; others none.

## RECEIPTS AT CENTERS.

SATURDAY, JUNE 5, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	4,000	8,000
Kansas City	500	2,000	2,500
Omaha	500	5,000	500
St. Louis	300	5,000	500
Sioux City	500	6,000	300
St. Paul	100	800	...
Oklahoma City	100	300	...
Fort Worth	500	300	500
Denver	100	400	3,400
Louisville	100	600	300
Wichita	200	1,000	100
Indianapolis	200	5,000	100
Pittsburgh	100	500	300
Cincinnati	200	1,500	800
Buffalo	200	500	100
Cleveland	100	1,000	200
Nashville, Tenn.	...	...	200
Toronto	200	400	...

MONDAY, JUNE 7, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	38,000	12,000
Kansas City	10,000	11,000	8,000
Omaha	9,500	8,500	5,000
St. Louis	6,000	10,000	3,000
St. Joseph	2,500	5,000	4,500
Sioux City	4,000	6,500	1,000
St. Paul	3,500	12,500	500
Oklahoma City	2,000	800	100
Fort Worth	6,500	2,000	5,000
Milwaukee	200	500	100
Denver	2,300	2,800	2,700
Louisville	1,000	1,400	2,200
Wichita	900	1,800	500
Indianapolis	800	4,000	200
Pittsburgh	1,000	4,000	2,200
Cincinnati	1,100	4,500	1,000
Buffalo	2,000	8,000	2,000
Cleveland	1,000	1,000	1,100
Nashville, Tenn.	400	1,100	2,500
Toronto	2,200	1,100	400

TUESDAY, JUNE 8, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	22,000	7,000
Kansas City	6,500	11,000	5,000
Omaha	10,000	10,000	6,000
St. Louis	7,000	14,000	3,000
St. Joseph	3,500	5,000	2,000
Sioux City	3,500	8,500	500
St. Paul	2,500	7,500	500
Oklahoma City	200	1,500	500
Fort Worth	1,500	700	500
Milwaukee	600	2,500	100
Denver	1,200	2,100	3,800
Louisville	200	1,300	700
Wichita	500	3,600	600
Indianapolis	1,800	8,000	300
Pittsburgh	100	1,000	500
Cincinnati	200	2,000	1,000
Buffalo	200	500	700
Cleveland	200	1,500	500
Nashville, Tenn.	100	800	1,000
Toronto	900	900	300

WEDNESDAY, JUNE 9, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	15,000	14,000
Kansas City	7,500	12,000	4,000
Omaha	8,000	14,000	5,000
St. Louis	5,500	12,500	3,500
St. Joseph	3,000	6,000	2,000
Sioux City	5,500	12,000	500
St. Paul	3,500	12,500	2,000
Oklahoma City	500	2,100	...
Fort Worth	3,000	800	3,000
Milwaukee	300	1,500	100
Denver	500	2,200	400
Louisville	200	1,000	1,100
Wichita	300	2,500	400
Indianapolis	1,000	10,000	400
Pittsburgh	100	1,200	300
Cincinnati	400	5,000	2,000
Buffalo	200	1,300	600
Cleveland	200	2,500	500
Nashville, Tenn.	100	800	1,000
Toronto	600	1,400	200

THURSDAY, JUNE 10, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	27,000	10,000
Kansas City	2,500	9,000	3,000
Omaha	6,000	10,000	8,500
St. Louis	2,500	11,500	2,500
St. Joseph	1,500	7,000	5,000
Sioux City	4,500	10,000	1,000
St. Paul	2,500	7,500	600
Oklahoma City	600	500	...
Fort Worth	3,400	500	3,000
Milwaukee	500	2,500	100
Denver	400	1,900	2,200
Wichita	300	1,800	300
Indianapolis	900	6,000	400
Pittsburgh	...	2,000	800
Cincinnati	...	4,700	4,000
Buffalo	100	480	200
Cleveland	300	2,500	500

FRIDAY, JUNE 11, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	17,000	11,000
Kansas City	1,000	6,000	3,500
Omaha	1,500	1,000	6,500
St. Louis	1,200	11,500	1,000
St. Joseph	500	1,000	1,000
Sioux City	2,000	9,500	800
St. Paul	3,000	8,000	200
Oklahoma City	400	900	...
Fort Worth	2,000	700	5,000
Milwaukee	100	100	100
Denver	25	200	700
Wichita	200	1,600	100
Indianapolis	750	6,500	700
Pittsburgh	...	2,000	500
Cincinnati	...	3,700	5,000
Buffalo	100	3,200	800
Cleveland	200	1,500	500

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## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending June 5, 1926:

### CATTLE.

	Week ending June 5.	Prev. week.	Cor. week. 1925.
Chicago	31,600	28,742	29,510
Kansas City	23,980	26,306	25,750
Omaha	25,334	25,093	19,184
East St. Louis	10,806	12,636	19,776
St. Joseph	5,466	10,211	6,904
Sioux City	8,175	9,346	6,590
Cudahy	824	.....	917
Fort Worth	9,457	9,770	9,269
Philadelphia	2,289	2,708	1,839
Indianapolis	4,526	4,476	1,367
Boston	1,674	1,846	1,375
New York and Jersey City	9,614	10,812	10,193
Oklahoma City	5,472	5,220	5,759
Total	142,415	147,106	138,622

### HOGS.

Chicago	85,800	93,300	117,000
Kansas City	40,085	39,869	24,107
Omaha	41,509	41,547	50,038
East St. Louis	30,711	34,397	38,298
St. Joseph	28,637	31,040	29,546
Sioux City	28,823	31,064	37,926
Cudahy	10,609	.....	22,870
Fort Worth	4,064	2,603	4,306
Philadelphia	14,773	15,358	15,725
Indianapolis	24,322	29,855	26,126
Boston	15,889	14,811	12,076
New York and Jersey City	37,285	40,904	40,018
Oklahoma City	5,593	5,106	4,600
Total	378,100	379,884	418,645

### SHEEP.

Chicago	48,156	23,955	61,359
Kansas City	30,874	26,943	18,910
Omaha	20,849	21,029	28,329
East St. Louis	10,467	12,250	16,020
St. Joseph	18,735	12,181	8,791
Sioux City	1,876	1,731	157
Cudahy	405	.....	321
Fort Worth	22,892	24,873	2,508
Philadelphia	5,166	4,782	4,583
Indianapolis	881	745	1,137
Boston	4,327	4,087	4,534
New York and Jersey City	42,133	48,088	50,307
Oklahoma City	107	417	319
Total	206,918	181,120	197,875

### ST. JOSEPH.

(Special Letter to The National Provisioner.)

St. Joseph, Mo., June 8, 1926.

**CATTLE**—Cattle receipts for two days this week around 5,500. Demand for all killers good.

Top steers medium and light weights, \$10.00 for a number of loads, and bulk of all sales \$9.00@9.75. Colorados, \$8.75@9.60. Mixed yearlings mostly \$9.00@9.50. Heifers in load lots \$9.00@9.40, odd head up to \$10.00, with most odds and ends \$7.25@9.00; choice cows \$6.50@7.00, most fair to good grades \$5.00@6.00, and canners and cutters \$3.50@4.50.

Bulls \$4.75@5.50, few choice butchers \$6.50@7.00. Calves 50c lower, top \$11.00.

**HOGS**—Receipts for two days around 9,500, compared with 10,183 same days last week. Market still continues to advance, light lights selling up to \$15.00 on today's session and bulk of sales ranging \$14.35@14.85. Throwout packing sows \$12.75@13.25.

**SHEEP**—Sheep receipts light. Lambs strong to 25c higher; sheep 50c lower for the week to date. Colorado lambs \$17.50@17.75, Idahos \$17.75@18.00 and Californias \$17.00 on Monday's market, with no westerns offered today.

Natives up to \$17.50 today. Native ewes \$5.50@6.00 and western \$6.50. Fed Texas wethers \$8.00@9.00 and yearlings \$13.50.

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# LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Chicago, June 10, 1926.

**CATTLE**—Good and choice weighty steers after selling actively and higher earlier in the week closed in a slump, but demand for yearlings and medium weights persisted. Consequently, the premium that has recently been paid for heavies over lighter weight descriptions was narrowed to a negligible figure, most yearlings this week finishing 15@25c higher.

Weighty steers reached \$10.65, equalling last week's extreme top, there being several loads scaling 1,386@1,533 lbs. at the price. Well finished 1,056 lb. yearlings reached \$10.35 with a part load scaling 855 at \$10.50, while mixed steers and heifers sold upward to \$10.25. Steers of value to sell below \$8.50 continued seasonably scarce.

Texas grassers scaling around 1,150 lbs. made \$7.50@8.00 to killers with several loads of 1,170@1,249 lbs. cake feds from that state at \$8.50@8.60. She stock continued relatively scarce and at the close sold mostly 25c higher. Most canners and cutters at \$4.15@4.75 closed 10@15c up. Supply scarcity stimulated bull prices around 50c but vealers broke \$1.00 partly as a result of an excessive crop, packers taking the bulk late at \$11.50@12.00.

**HOGS**—Continued moderate marketings running well below last year's figures in addition to urgent needs of both outside and local killers, brought a sharp upturn in values contrary to the customary "June break."

The rank and file of offerings registered 50@65c advances as compared with last Thursday, which placed current values on the highest levels since October, 1920. The latter part of the week saw the average cost of packer and shipper droves rise close to \$14.50 and brought a fairly large number of the long predicted \$15.00 hog.

**SHEEP**—Fat lamb values fluctuated during the week with the close on choice kinds 50c lower than the high point or around 25c under late last week. Less desirable kinds were off 50@75c more with culls \$1.50 lower.

Choice Idaho lambs sold upward to \$19.20 at the high time to outsiders, packers paying upward to \$19.15. At the close nothing passed \$18.75 and a spread of \$17.50@18.00 was taking the top end of the native run. Culls closed at \$11.50@12.50 mostly, this in contrast with a \$13.00 @14.00 market last week. Yearlings shared the downturns on fat lambs, the best during the week making \$16.50, with nothing above \$15.50 late. However, kinds at the above mentioned prices were not altogether similar in quality.

Sheep values reacted somewhat, with the close 25@50c higher.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)  
Kansas City, Mo., June 10, 1926.

**CATTLE**—All classes of beef steers and yearlings met a broad demand this week and prices are 25@50c higher. Choice 900 lb. yearling steers made the top at \$10.35, with best medium weights at \$10.10 and heavies \$10.00. Bulk of the fed arrivals cleared from \$8.60@9.75.

Texas grassers shared in the upturn with most of the offerings selling from \$6.25@7.75, with a few up to \$8.25. Light weight yearlings and heavy heifers advanced 25@40c, while other classes of she stock are 15@25c higher. Mixed yearlings sold up to \$10.25. Bulls are 10@15c higher and veal calves held steady with tops at \$11.50.

**HOGS**—Prices on hogs advanced 50@65c during the week and reached new high levels for the year, and the highest since October 1920. Choice light lights sold up to \$15.00 for the extreme top, with best butcher weights scoring \$14.90. Shipping orders have been limited, but packers have been urgent buyers at the sharp upturn in values. Packing sows closed fully 25c higher.

**SHEEP**—Lamb prices advanced sharply the first part of the week but most of the gain was erased later and closing levels are steady to 25c over a week ago. Desirable Colorado and native lambs sold up to \$17.75 with the bulk selling from \$17.00@17.50, most of which were natives. Substantial gains were also scored on mature sheep early in the week but since that time practically none have been offered. Texas wethers sold from \$8.50@9.25. Odd lots of ewes cleared from \$5.00 @6.00.

## OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)  
Omaha, Nebr., June 10, 1926.

**CATTLE**—Under a broad demand from all quarters, prices for fed steers and yearlings worked higher for the week, the upturn measuring mostly 15@25c. Choice offerings of all weights were in liberal supply. Several loads earned \$10.00, including light horned yearlings and weighty steers averaging upward to 1,500 lbs.

Numerous loads of weighty steers and medium weights earned \$9.75@9.90. She stock and bulls advanced 15@25c, with choice weighty cows showing the full upturn. Prices for veals declined \$1.00@1.50, with the practical top at the close \$10.50.

**HOGS**—A strong undertone to the gen-

eral demand for all classes of hogs here and elsewhere elevated hog prices 50c@ \$1.00 above last Thursday's quotations, with the weighty butchers and packing grades favored with the most advances. Desirable 160@240 lb. lights and medium weights turned Thursday at \$14.40@14.60, with sorted 160@180 lb. selections topping at \$14.65. Good and choice 240-320 lb. averages cleared at \$14.25@14.40, with heavies on down to \$14.00. Heavy packing sows are selling at \$12.75@13.25, with smooth 350 pound sows at \$13.50. Current bulk, all sales, range \$13.75@14.50; top \$14.65.

**SHEEP**—Fat lamb prices broke the past two sessions after reaching the highest levels for June since 1919, and compared with a week ago are mostly 75c lower. Today's sales of choice Idahos were clustered at \$17.25, natives largely \$16.50, with fed shorn Californias \$16.00 @16.15. Fat sheep are 25@50c lower for the period, desirable weight fat ewes now moving \$5.50@6.00.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)  
E. St. Louis, Ill., June 10, 1926.

**CATTLE**—Light receipts spelled a higher trend on the principal killing classes this week. Compared with one week ago, native beef steers sold 25@40c higher, western steers 50@75c higher, mixed yearlings and heifers 25@50c higher, cows 50c higher, canners steady to 25c higher, bologna bulls 25c higher, good and choice vealers \$1.00 lower.

Tops for week: Matured steers \$10.50, yearlings \$10.40, heifers \$10.00, Texas steers \$8.25. Bulks for week: Native steers \$8.25@9.90, western steers \$6.25@7.75, fat mixed yearlings and heifers \$9.25@ \$8.75, cows \$5.50@6.50; canners \$3.50@ \$4.00.

**HOGS**—The return of the \$15.00 hog quotation after an absence of almost six years was the feature in hogs this week. Prices are up 50@75c over a week ago on

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, June 10, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$15.00 (P.)*	\$15.15 (P.)*	\$14.85*	\$14.90*	\$15.00
BULK OF SALES	14.20@14.80	14.65@15.10	13.75@14.50	14.20@14.75	13.75@14.50
Hvy wt. (250-350 lbs.), med.-ch.	14.25@14.70	13.95@14.65	13.85@14.45	13.75@14.60	13.75@14.85
Med. wt. (200-250 lbs.), med.-ch.	14.45@15.00	14.50@14.95	14.20@14.60	14.20@14.75	14.00@14.65
Lt. wt. (150-200 lbs.), com.-ch.	14.10@15.00	14.50@15.15	14.40@14.65	14.30@14.90	14.50@14.75
Lt. lt. (130-160 lbs.), com.-ch.	14.10@15.00	14.05@15.15	14.40@14.65	14.40@15.00	14.75@15.00
Packing sows, smooth and rough	12.80@13.50	12.75@13.10	12.50@13.50	12.25@13.10	12.50@13.50
Slight. pigs (130 lbs. down), med.-ch.	14.50@15.00	14.85@15.15	14.75@15.25	14.75@15.25	15.00@15.25
Av. cost and wt., Wed. (pigs excluded)	14.44-225 lb.	14.54-220 lb.	14.04-257 lb.	14.35-239 lb.	.....
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.	9.40@10.60	.....	8.90@10.10	9.00@10.25	.....
<b>STEERS (1,100-1,500 LBS.):</b>					
Choice	10.00@10.65	10.00@10.60	9.65@10.35	9.75@10.35	.....
Good	9.50@10.00	9.50@10.00	8.85@9.35	9.00@9.75	8.85@9.75
Medium	8.60@9.50	8.00@9.50	8.00@8.95	7.50@9.00	8.25@8.85
Common	7.50@8.60	6.25@8.00	6.35@8.00	6.00@7.50	6.25@8.25
<b>STEERS (1,100 LBS. DOWN):</b>					
Choice	10.00@10.50	10.00@10.50	9.65@10.35	9.75@10.50	.....
Good	9.50@10.00	9.50@10.00	8.75@9.35	9.00@9.75	8.75@9.00
Medium	8.35@9.50	8.00@9.50	7.85@8.85	7.50@9.00	8.25@8.75
Common	7.25@8.60	6.00@8.00	6.85@7.85	6.55@7.50	6.25@8.25
Canner and cutter	5.75@7.25	5.00@6.00	5.00@6.35	4.75@5.85	4.00@6.25
<b>LT. YRLG. STEERS AND HEIFERS:</b>					
Good to choice (850 lbs. down)	8.75@10.25	9.25@10.50	8.65@10.00	8.75@10.25	8.25@9.50
<b>HEIFERS:</b>					
Good-choice (850 lbs. up)	7.75@10.00	7.00@9.00	7.10@9.35	7.15@9.35	7.50@8.75
Common-med. (all weights)	6.25@8.50	6.50@8.00	5.85@8.00	5.00@7.85	5.25@7.50
<b>COWS:</b>					
Good to choice	6.75@8.35	6.50@7.50	6.25@8.00	6.10@7.75	6.50@7.50
Common and med.	5.00@6.85	5.50@6.50	5.10@6.25	4.75@6.10	4.75@6.50
Canner and cutter	3.75@5.00	3.35@5.50	3.90@5.10	3.50@4.75	3.50@4.75
<b>BULLS:</b>					
Good-ch. (beef 1,500 lbs. up)	6.25@6.75	6.25@6.75	5.65@6.25	5.65@6.25	5.50@6.00
Good-ch. (1,500 lbs. down)	6.25@7.00	6.25@7.00	5.65@6.50	5.75@6.50	6.75@6.50
Can.-med. (canner and bologna)	5.00@6.50	4.50@6.25	4.25@5.75	4.25@5.75	4.00@5.85
<b>CALVES:</b>					
Medium to choice (milk fed. exc.)	6.50@8.25	6.50@8.50	5.75@8.25	6.00@8.50	5.00@7.00
Cull-common	5.00@6.50	5.00@6.50	4.25@5.75	4.00@6.00	3.50@5.00
<b>VEALERS:</b>					
Medium to choice	9.50@13.25	8.50@11.75	7.50@11.50	7.50@11.50	8.00@12.25
Cull-common	6.00@9.50	5.00@8.50	5.00@7.50	4.50@7.50	4.50@7.00
<b>Slaughter Sheep and Lambs (Shorn Basis):</b>					
Lambs, med. to choice (64 lbs. down)	15.50@18.75	14.75@17.35	14.25@17.25	15.00@17.75	14.75@17.75
Lambs, cull-com. (all weights)	11.50@15.50	10.50@14.75	12.50@14.25	11.00@15.00	11.50@14.75
Yearling wethers, medium to choice	12.25@16.25	10.50@15.00	12.75@15.50	11.25@15.25	.....
Ewes, common to choice	4.50@7.00	3.50@6.00	4.00@6.50	4.00@6.75	4.00@6.50
Ewes, canners and cull	2.00@4.50	1.50@3.50	1.50@4.00	1.00@4.00	1.00@4.00



butcher grades and \$1.00 higher on packing sows, with the top today at \$15.25, or the highest since October 18, 1920. Anything of desirable quality and averaging less than 190 lbs. cost \$15.00 or better today; 190-200 lb. butchers \$14.00@15.00; 220-230 lb. weights \$14.75@14.85; 230-260 lb. \$14.65@14.75; heaviest butchers \$14.50; packing sows \$12.85@13.00.

**SHEEP**—The lamb market has been rather erratic this week with sheep little changed from day to day. Tennessee and Kentucky lambs were up to \$18.10 at one time with \$17.35 the top today. Native lambs are now bringing \$16.75@17.00, and culls \$10.50 or little changed from a week ago. Fat ewes are worth \$5.00@6.00.

### ST. PAUL.

(Report by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

So. St. Paul, Minn., June 9, 1926.

**CATTLE**—Gradually strengthening tendencies on all lines of killing stock since the close of last week have mounted into uneven upturns of 25c or more on the average, fed steers together with the better grades of fat cows and heifers showing the maximum upturn.

All weights topped for the day and week at \$9.60 Wednesday, while numerous other loads of well finished offerings during the week made \$9.00@9.40, with the rank and file of the steer run scoring at \$8.25@9.00. Good fat cows reached \$7.50, heavy heifers \$8.25, with yearlings and light-weights up to \$9.00. Bulk of the fat cows and heifers are landing at \$4.75@7.25, canners and cutters from \$3.75@4.25.

Bulls are back to the \$6.00 line on heavies and the \$5.25@5.75 line for the bulk. Vealers broke 25c today, leaving good lights at \$12.50 mainly.

**HOGS**—Prices in the hog division since last Wednesday have boomed steadily upward from an average cost of packers and shippers droves of \$13.47 to a new high average for the season, or \$14.20 for Tuesday. The advance tendered land and the higher price trend of other dressed products have been contributing factors in the advance.

The general market is around 25c to mostly 50c higher than a week ago. Recently desirable grades of 140@185 lb. averages cashed at \$14.65@14.75, with bulk of the medium weight butchers selling at \$14.25@14.50. Most of the heavy butchers and heavily mixed kinds sold at \$13.75@14.25, kinds below \$14.00, however, consisting largely of desirable sows with plainer grades from \$12.75@13.25.

Pigs are again back at the season's high level with bulk of the good lights pigs selling at \$15.25.

**SHEEP**—While quotations on choice lambs have advanced around 25c in order to keep in line with outside markets, the quality of lambs arriving at present has not been good enough to pass the \$17.50 line, receipts so far consisting of ordinary material of mostly native origin.

Practically no yearlings arriving are eligible above the \$15.50 terms, bulk selling at \$15.00@15.50, culls mostly around \$12.00. Ewes are salable largely at \$4.00@6.50, according to weights and finish.

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, June 5, 1926, are reported by The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	8,254	11,300	21,573
Swift & Co.	7,802	10,000	18,030
Morris & Co.	3,063	5,700	2,257
Wilson & Co.	6,065	10,500	6,296
Anglo. Amer. Prov. Co.	1,604	2,900	.....
G. H. Hammond Co.	3,225	4,800	.....
Libby, McNeill & Libby.	1,086	.....	.....
Brennan Packing Co.	5,900 hogs; Miller & Hart, 3,000 hogs; Independent Packing Co., 4,100 hogs; Boyd, Latham & Co., 5,100 hogs; Western Packing & Provision Co., 5,800 hogs; Roberts & Oake, 3,700 hogs; others, 22,400 hogs.	.....	.....

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,261	820	10,118	5,228
Cudahy Pkg. Co.	3,279	835	5,653	6,940
Power Pkg. Co.	789	.....	.....	.....
Morris & Co.	3,003	767	5,842	4,382
Swift & Co.	4,100	991	8,861	8,024
Wilson & Co.	4,264	845	7,783	6,121
Local butchers.	790	203	1,828	170
Total	19,517	4,470	40,075	30,874

#### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	6,853	12,617	4,218
Cudahy Pkg. Co.	7,503	11,304	6,533
Dold Pkg. Co.	1,271	4,503	.....
Morris & Co.	3,466	5,879	2,642
Swift & Co.	7,322	9,172	7,120
Glassburg, M.	5	.....	.....
Hoffman Pkg. Co.	118	.....	.....
Mayerowich & Vall.	69	.....	.....
Glaser & M. Prov. Co.	17	.....	.....
Omaha Pkg. Co.	70	.....	.....
John Roth & Sons	99	.....	.....
So. Omaha Pkg. Co.	119	.....	.....
Lincoln Pkg. Co.	104	.....	.....
Nagle Pkg. Co.	97	.....	.....
Sinclair Pkg. Co.	315	.....	.....
Wilson & Co.	637	.....	.....
Kennett-Murray Co.	.....	2,184	.....
J. W. Murphy.	.....	5,822	.....
Other hog buyers, Omaha.	.....	9,633	.....
Total	28,155	61,114	20,513

#### ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,316	5,248	6,017
Swift & Co.	4,816	6,233	7,173
Morris & Co.	2,372	3,979	4,241
St. Louis Dressed Beef Co.	1,221	.....	.....
St. Louis Independent Pkg. Co.	702	300	210
East Side Pkg. Co.	1,350	6,895	.....
Hell Pkg. Co.	.....	609	.....
American Pkg. Co.	200	907	.....
Krey Pkg. Co.	245	764	.....
Sartorius Pkg. Co.	.....	828	.....
Sieloff Pkg. Co.	80	1,054	51
Gerst Bros. Meat Co.	119	713	.....
Butchers	17,770	51,602	9,417
Total	32,293	79,141	27,109

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,882	843	14,237	13,221
Armour & Co.	2,172	591	6,922	3,440
Morris & Co.	1,907	242	7,305	2,074
Others	2,276	37	3,580	595
Total	8,937	1,723	32,144	19,330

#### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,126	202	11,401	404
Armour & Co.	2,172	221	16,176	239
Swift & Co.	1,568	267	6,532	484
Sacks Pkg. Co.	164	22	1	.....
Smith Bros. Pkg. Co.	12	7	15	.....
Local butchers.	201	32	5	.....
Order buyers and packer shipments	132	.....	7,916	.....
Total	6,390	751	38,045	1,127

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,206	601	1,436	144
Wilson & Co.	1,793	736	3,985	23
Others	86	.....	172	.....
Total	4,085	1,387	5,593	167

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers.	1,218	4,630	15,234	541
Kingman & Co.	1,730	1,218	16,176	533
Armour & Co.	305	46	2,617	.....
Indianapolis Abt. Corp.	1,632	88	.....	.....
Hilgelmeyer Bros.	.....	743	.....	.....
Brown Bros.	149	11	.....	.....
Jell Pkg. Co.	43	.....	253	.....
Schussler Pkg. Co.	11	4	159	.....
Riverview Pkg. Co.	122	7	234	.....
Meler Pkg. Co.	22	21	265	.....
Indianapolis Prov. Co.	19	51	.....	101
Art Wabnitz.	35	.....	.....	.....
Hosler Abt. Co.	465	123	877	249
Others	.....	.....	.....	.....
Total	5,924	6,199	36,947	1,445

#### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	750	5,007	7,522	108
U. D. B. Co., New York	104	.....	72	.....
Layton Co.	.....	.....	72	.....
Swift & Co., Harrisburg, Pa.	45	.....	.....	.....
R. Gumm & Co.	19	62	121	.....
Armour & Co., Milwaukee	153	2,921	.....	.....
Armour & Co., Chicago.	94	.....	.....	.....
Butchers	173	491	12	80
Traders	91	60	53	10
Total	1,465	9,240	7,780	207

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,715	5,135	13,705	512
Cudahy Pkg. Co.	309	2,642	2,407	.....
Hertz Bros.	156	20	.....	.....
Swift & Co.	4,355	8,197	20,946	1,136
United Pkg. Co.	1,679	372	.....	.....
Others	851	524	3,117	.....
Total	9,056	16,872	40,175	1,649

#### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	615	380	8,005	1,870
Dold Pkg. Co.	416	31	4,000	.....
Local butchers.	193	.....	.....	.....
Total	1,224	411	12,014	1,870

#### RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending June 5, 1926, with comparisons:

#### CATTLE.

	Week ending June 5.	Prev. week.	Cor. week 1925.
Chicago	31,089	28,742	29,519
Kansas City	19,517	19,909	19,744
Omaha	28,155	26,381	21,381
St. Louis	32,293	25,922	24,157
St. Joseph	8,937	10,543	7,427
Sioux City	6,390	9,946	8,513
Oklahoma City	4,085	5,524	4,020
Indianapolis	5,924	5,368	5,586
Cincinnati	.....	1,642	1,424
St. Paul	1,465	1,538	1,092
Wichita	1,224	1,352	1,531
Denver	2,900	2,900	2,137
St. Paul.	9,656	10,880	7,737
Total	149,345	148,797	134,288

#### HOGS.

	Week ending June 5.	Prev. week.	Cor. week 1925.
Chicago	95,800	93,900	117,000
Kansas City	40,085	39,306	24,107
Omaha	61,114	62,390	96,687
St. Louis	79,141	82,291	69,839
St. Joseph	32,144	33,580	37,944
Sioux City	38,045	45,881	66,419
Oklahoma City	5,593	5,106	4,600
Indianapolis	36,947	33,300	48,253
Cincinnati	.....	8,620	11,687
Milwaukee	7,780	8,062	6,360
Wichita	12,014	11,081	16,228
Denver	7,356	7,036	7,036
St. Paul.	40,175	48,990	50,109
Total	448,838	479,326	656,278

#### SHEEP.

	Week ending June 5.	Prev. week.	Cor. week 1925.
Chicago	48,156	23,955	61,359
Kansas City	30,874	26,943	18,910
Omaha	20,513	20,289	29,148
St. Louis	27,109	11,791	21,013
St. Joseph	19,330	12,752	8,791
Sioux City	1,127	608	148
Oklahoma City	167	417	319
Indianapolis	1,445	1,323	3,218
Cincinnati	.....	815	798
Milwaukee	.....	207	251
Wichita	1,870	1,739	887
Denver	.....	1,750	2,154
St. Paul.	1,648	1,904	978
Total	152,440	104,371	148,584

### CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending June 3, 1926, with comparisons:

#### BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended June 3.	Previous week.	Same week, 1925.
Toronto	\$ 8.50	\$ 8.50	\$ 8.60
Montreal (W)	7.50	7.75	7.75
Montreal (E)	7.50	7.75	7.75
Winnipeg	7.50	7.90	7.75
Calgary	7.25	6.85	7.00
Edmonton	7.25	7.00	7.25

#### VEAL CALVES.

	Week ended June 3.	Previous week.	Same week, 1925.
Toronto	\$13.25	\$13.00	\$10.50
Montreal (W)	9.00	10.50	8.25
Montreal (E)	9.00	10.50	8.25
Winnipeg	9.50	9.50	9.00
Calgary	9.50	11.00	10.00
Edmonton	7.00	8.00	8.00

#### SELECT BACON HOGS.

	Week ended June 3.	Previous week.	Same week, 1925.
Toronto	\$16.46	\$16.35	\$14.37
Montreal (W)	15.50	15.25	13.25
Montreal (E)	15.50	15.25	13.25
Winnipeg	15.67	15.29	12.37
Calgary	15.51	15.12	12.10
Edmonton	15.40	15.12	12.10

#### GOOD LAMBS.

	Week ended June 3.	Previous week.	Same week, 1925.
Toronto	\$20.00	\$15.50	\$15.00
Montreal (W)	*10.00	*10.00	18.00
Montreal (E)	*10.00	*10.00	18.00
Winnipeg	16.00	16.00	17.00
Calgary	15.00	13.00	.....
Edmonton	15.00	12.00	.....

\*Spring Lambs, per head.

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

## HIDE AND SKIN MARKETS

### Chicago.

**PACKER HIDES.**—Considerable activity in the packer hide market during the week and, despite the fact that the trade during the previous week had been unusually light, the market is well cleaned up at present.

Nearly all grades moved at a reduction of  $\frac{1}{2}$ c under the top prices obtained during the continuous upward climb of the market. After several quiet days, light native cows finally sold at 13c, followed soon by sales of branded hides at like reduction. Total movement was estimated at around 70,000 hides.

Spread native steers sold in small way, one car May-June moving at 15 $\frac{1}{2}$ c. Around 7,000 heavy native steers moved at 13 $\frac{1}{2}$ c for May. Extreme native steers quoted 13 $\frac{1}{2}$ c, nominally.

About 7,500 May-June butt branded steers sold at 12 $\frac{1}{2}$ c. About 5,000 May Colorados moved at 12c, and one lot of 3,000 May-June brought the same figure. One packer sold 1,500 May-June heavy Texas steers at 12 $\frac{1}{2}$ c. Around 4,000 light May-June Texas steers moved at 12c and extreme light Texas steers also brought 12c for May-June.

Heavy native cows inactive, with a bid of 12 $\frac{1}{2}$ c for May-June reported. Light native cows sold freely at the end of the previous week, around 7,000 moving at 13c for May; sale one car June at same figure later. Branded cows moved rather freely, around 11,000 May-June selling at 12c, while 5,000 June brought same figure. Native bulls inactive; last sold at 9c for Jan. to May, branded bulls moving at 8c for Jan. to May at the same time.

Demand generally appears good at any show of easiness in prices, and killers have the advantage of being fairly well sold up to current slaughter, having followed the market closely during the sharp upward movement.

**SMALL PACKER HIDES.**—One small packer, who has been keeping well sold up, moved June slaughter at 13 $\frac{1}{2}$ c for all weight native steers and cows, and 12c for branded. This was first lot of June small packer hides to move and represented an advance of  $\frac{1}{4}$ c for all weight natives over last sales of May, branded moving at steady price. Bulls were included, native bulls bringing 9c and branded 8c.

Some killers still have their May slaughter and are unwilling to accept anything under steady prices.

**COUNTRY HIDES.**—Country hides somewhat slow; buyers not inclined to show any great interest, even in lighter weight stocks, and are taking full advan-

tage of easier market in packer hides to talk lower prices.

Heavy cows and steers are offered at 9@9 $\frac{1}{2}$ c for good lots, with buyers talking 8 $\frac{1}{2}$ c. Some 45-60 lb. buff weights sold at 10c, market generally quoted around 9 $\frac{1}{2}$ @10c. Lighter demand for extremes, which are listed at 12@13c, selected, according to weight. Bulls are quiet and quoted nominally around 7@7 $\frac{1}{2}$ c. Western all-weight branded 8 $\frac{1}{2}$ @9c, Chicago freight.

The decline in packer selections has caused some uneasiness and tanners appear to be able to cover their requirements at prices very near their own ideas of values.

Receipts of hides at Chicago for week ending June 5, 3,794,000 lbs.; previous week, 3,490,000 lbs.; same week 1925, 2,798,000 lbs.; from Jan. 1 to June 5, this year, 73,062,000 lbs.; same period, 1925, 85,091,000 lbs.

Shipments of hides from Chicago for week ending June 5, 4,014,000 lbs.; previous week 5,518,000 lbs.; same week, 1925, 4,387,000 lbs.; from Jan. 1 to June 5, this year, 114,027,000 lbs.; same period, 1925, 110,479,000 lbs.

**CALFSKINS.**—Packer calfskins continue quiet. Last trading at 19 $\frac{1}{2}$ c for May take-off and this figure is generally asked; some feel, however, that any trading on the open market right at this time would be closer to 19c.

First salted Chicago city calfskins last sold at 17 $\frac{1}{2}$ c; market called a shade easier at the moment, nominally 17c. Re-salted lots range from 14 $\frac{1}{2}$ @16c, selected. Outside city calfskins quoted nominally 15 $\frac{1}{2}$ @16 $\frac{1}{2}$ c.

Packer kips are quiet and offered at 17 $\frac{1}{2}$ c, overweight at 15 $\frac{1}{2}$ c and branded at 14c.

First salted Chicago city kips are quoted around 16c; resalted lots held at 14@14 $\frac{1}{2}$ c, selected. Outside city kips quoted nominally at 14 $\frac{1}{2}$ c.

Packer regular slunks last sold at 85c and 85@90c now asked. Hairless slunks quoted around 50@60c, nominally.

**MISCELLANEOUS MARKETS.**—Dry hides are slow at around 18c for flint dry all weights; some choice lots of light hides held at 20c.

Horsehides are moving a little more slowly. Choice renderers are offered at \$5.00; ordinary mixed country lots range around \$4.00@4.25.

Sheep pelts continue dull. Last sales of packer shearlings during week were a few cars at 1.27 $\frac{1}{2}$  for ordinary run; good No. 1 shearlings being held slightly above this figure.

Little demand reported for No. 1 pigskin strips and market quoted nominally at 6 $\frac{1}{2}$ @7c. Buyers of gelatine stocks show little interest at the moment, due to closing down for the Summer; market

considered nominally 4 $\frac{3}{4}$ c, although some lots might be sold at 5c.

### New York.

**NEW YORK PACKER HIDES.**—Market easier, feeling the influence of recent sales in the West at  $\frac{1}{2}$ c under sales of previous week. Better demand for native steers; sales of 1,500 late May native steers at 13 $\frac{1}{2}$ c, or  $\frac{1}{2}$ c under asking price of previous week. Bulls also in little better demand at 9@10c. Other descriptions generally quiet; Colorados held at 12c, butt brands at 12 $\frac{1}{2}$ c. No June hides offered yet.

**COUNTRY HIDES.**—Market for country hides generally quiet, with prices about steady. A little better interest reported, but buyers coming in market only for current requirements. Interest centers chiefly in lighter weight stocks.

**CALFSKINS.**—New York City calfskins are in a well sold-up position. Tanners in the market for a few small lots continue to bid low. Some are inclined to call the light end a shade easier; two cars of 5-7's were reported sold at \$1.55; other holders are asking \$1.60@1.70. Other weights unchanged, 7-9's being held at \$1.95@2.05 and 9-12's at \$2.65.

**DRY HIDES.**—Common dry hides rather quiet, while arrivals continue light. A little better interest reported on the part of leading consumers, but no inclination to purchase beyond their immediate requirements.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending June 12, 1926, with comparisons, are reported as follows:

	PACKER HIDES.		Cor. week, 1925.
	Week ending June 12, '26.	Week ending June 5, '26.	
Spread native steers	15 $\frac{1}{2}$ @10c	@15 $\frac{1}{2}$ n	@16c
Heavy native steers	@13 $\frac{1}{2}$ c	@14c	14 $\frac{1}{2}$ @15c
Heavy Texas steers	@12 $\frac{1}{2}$ c	@13c	@13 $\frac{1}{2}$ c
Heavy butt branded steers	@12 $\frac{1}{2}$ c	@13c	@13 $\frac{1}{2}$ c
Heavy Colorado steers	@12c	@12 $\frac{1}{2}$ c	@12 $\frac{1}{2}$ c
Ex-Light Texas steers	@12c	@12 $\frac{1}{2}$ c	@13c
Branded cows	@12c	@12 $\frac{1}{2}$ c	@13c
Heavy native cows	@12 $\frac{1}{2}$ b	@12 $\frac{1}{2}$ c	@13c
Light native cows	@13c	@13 $\frac{1}{2}$ c	@14c
Native bulls	@9n	9 @9 $\frac{1}{2}$ c	@10 $\frac{1}{2}$ c
Branded bulls	@8n	@8c	9 $\frac{1}{2}$ @9 $\frac{1}{2}$ c
Calfskins	@19 $\frac{1}{2}$ ax	@19 $\frac{1}{2}$ c	@20c
Kips	@17 $\frac{1}{2}$ n	17 $\frac{1}{2}$ @18c	17 @17 $\frac{1}{2}$ c
Kips, over't	@15 $\frac{1}{2}$ n	@16c	@15 $\frac{1}{2}$ c
Kips, branded	@14n	@14 $\frac{1}{2}$ c	@13 $\frac{1}{2}$ c
Slunks, regular	85 @90c	85 @95c	1.05@1.10
Slunks, hairless	50 @60c	50 @65c	60 @65c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heaviest.

### CITY AND SMALL PACKERS.

	CITY AND SMALL PACKERS.		Cor. week, 1925.
	Week ending June 12, '26.	Week ending June 5, '26.	
Natives, all weights	13 @13 $\frac{1}{2}$ c	@13c	@13 $\frac{1}{2}$ c
Bulls, native	@9c	@9n	@11c
Bulls, branded	@8c	@8c	@11 $\frac{1}{2}$ c
Br. str. hds.	@12c	@12c	@12 $\frac{1}{2}$ c
Kips	@17n	@16 $\frac{1}{2}$ n	19 $\frac{1}{2}$ @20
Kips	15 $\frac{1}{2}$ @16c	14 $\frac{1}{2}$ @15c	15 @15 $\frac{1}{2}$ c
Slunks, regular	50 @77 $\frac{1}{2}$ c	50 @77 $\frac{1}{2}$ c	@1.00
Slunks, hairless	@20n	25 @30n	25 @30c

### COUNTRY HIDES.

	COUNTRY HIDES.		Cor. week, 1925.
	Week ending June 12, '26.	Week ending June 5, '26.	
Heavy steers	9 @9 $\frac{1}{2}$ c	10 $\frac{1}{2}$ @11c	12 @12 $\frac{1}{2}$ c
Heavy cows	9 @9 $\frac{1}{2}$ c	9 $\frac{1}{2}$ @10c	11 @11 $\frac{1}{2}$ c
Butts	12 @10 $\frac{1}{2}$ c	10 @10 $\frac{1}{2}$ c	11 @11 $\frac{1}{2}$ c
Extremes	12 @13c	12 $\frac{1}{2}$ @13c	13 $\frac{1}{2}$ @14 $\frac{1}{2}$ c
Bulls	7 @7 $\frac{1}{2}$ c	7 @7 $\frac{1}{2}$ c	8 $\frac{1}{2}$ @9c
Branded hides	8 $\frac{1}{2}$ @9c	8 $\frac{1}{2}$ @9c	9 $\frac{1}{2}$ @10c
Calfskins	12 $\frac{1}{2}$ @13c	12 $\frac{1}{2}$ @13c	14 $\frac{1}{2}$ @15c
Kips	11 $\frac{1}{2}$ @12c	11 $\frac{1}{2}$ @12c	13 @13 $\frac{1}{2}$ c
Light calf.	\$0.65@0.70	\$0.65@0.70	\$0.90@1.00
Deacons	\$0.55@0.60	\$0.55@0.60	\$0.80@0.90
Slunks, regular	\$0.55@0.60	\$0.55@0.60	\$0.80@0.90
Slunks, hairless	\$0.15@0.20	\$0.15@0.20	\$0.25@0.35
Horsehides	\$3.50@4.50	\$3.50@4.50	\$4.25@5.25
Hogskins	\$0.20@0.25	\$0.20@0.25	\$0.25@0.30

### SHEEPSKINS.

	SHEEPSKINS.		Cor. week, 1925.
	Week ending June 12, '26.	Week ending June 5, '26.	
Large packers	\$1.75@2.25	\$1.75@2.25	\$2.25@2.75
Small packers	\$2.50@2.85	\$2.50@2.85	\$2.25@2.75
P'rs. shearings	\$1.27 $\frac{1}{2}$ @1.30	\$1.30@1.35	\$1.15@1.20
Dry pelts	\$0.20@0.23	\$0.20@0.23	\$0.26@0.28

## Stocks and Distribution of Hides and Skins

Stocks of hides and skins for the month of April, 1926, based on reports received from 4,337 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows, with comparisons:

Kind.	Stocks on hand or in transit			Stocks disposed during Apr., 1926.
	April, 1926.	March, 1926.	April, 1925.	
Cattle, total hides	4,277,852	4,241,977	4,242,156	1,388,741
Domestic—packer hides	2,670,165	2,747,843	2,540,134	881,855
Domestic—other than packer hides	1,337,116	1,271,072	1,260,848	443,502
Foreign (not including foreign-tanned) hides	270,571	323,062	432,174	63,384
Buffalo hides	50,302	41,556	54,730	22,350
Cattle and kip, foreign-tanned hides and skins	8,684	8,923	11,330	825
Calves and kip skins	3,072,373	3,533,692	3,283,239	1,020,104
Horse, colt, ass. and mule:				
Hides	125,662	106,213	130,619	37,118
Fronts, whole	119,967	110,404	70,930	3,295
Butts, whole	70,141	50,272	45,195	14,146
Shanks	7,505,002	7,308,557	8,630,849	1,166,107
Goat and kid skins	546,015	535,002	574,503	124,937
Gabreeta skins	6,376,655	*5,846,498	6,470,853	2,880,202
Sheep and lamb skins	115,819	104,028	100,133	34,664
Skiviera and washers, dozens	172,800	159,201	188,976	952
Kangaroo and wallaby skins	232,618	276,728	362,826	134,049
Deer and elk skins	49,913	38,343	38,314	6,870
Pig and hog skins	405,393	396,706	346,151	45,544

## ICE AND REFRIGERATION

### ICE NOTES.

The new ice and cold storage plant being constructed in Goshen, Calif., by Davis Brothers of San Jose is rapidly nearing completion. The plant will cost approximately \$25,000.

A new two-story cold storage plant is being built in East Fort Myers, Fla., by the Fort Myers Produce Company.

Palms Ice Company is establishing a \$150,000 ice plant at Pinewood and 26th

streets, West Palm Beach, Fla. Henry L. Schrod is president of the concern.

Greenville Ice Company has been incorporated in Greenville, Tex., with a capital stock of \$30,000 by Lee M. Pool, J. C. Alexander, and others.

Bear Ice & Coal Company is having plans drawn for a cold storage and ice manufacturing plant in Jackson, Tenn. Estimated cost is between \$50,000 and \$80,000.

### REFRIGERATING ENGINEERS.

The 13th western meeting of the American Society of Refrigerating Engineers was held at the Hotel Sherman, Chicago, on June 2, 3 and 4. An excellent program was provided.

Among the talks were "Packinghouse Refrigerating Operations at Maximum Efficiency," by O. A. Anderson, Motive Power Dept., Armour and Company, Chicago, and "Air Conditioning," by S. C. Bloom, president S. C. Bloom & Co., Chicago. Many other worth-while talks and discussions were also presented.

On Friday, June 4, a visit was made to the plant of Swift & Company, where luncheon was served to the delegates.

## Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue  
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

## Novoid Corkboard Insulation

Made of specially selected, clean, dry cork granules. Compressed and baked in double width molds, split and finished full standard 12"x36"—no "green centers" possible.

Write Dept. 42 for Literature and Sample.

Cork Import Corp., 345 West 40th St., New York City

### Get the 1926 Stevenson Door Book

**FREE** It tells why Stevenson Regular Doors are the quickest, easiest, tightest sealing of all regular doors.

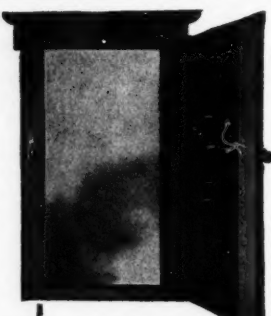
Tells all about the Stevenson's 1922 Door Closer; the Stevenson "Door that Cannot Stand Open;" the Stevenson Overhead Track Door with positive acting port shutter.

Write **TODAY** for your copy

Stevenson Cold Storage Door Co.

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## A. C. Wicke Mfg. Co.

### Cold Storage Installations

of Every Description

Special attention given to cork and cement refrigerators

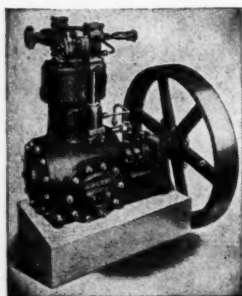
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The Arctic Junior  
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to others. Let it prove itself to  
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**The Arctic Ice Machine Co.**  
CANTON, OHIO

### BRITISH PROVISION CABLE.

(Special Report to The National Provisioner.)

Stocks on hand at Liverpool on June 1st, 1926, with comparisons for last month and last year, as estimated by the Liverpool Trade Assn., are as under:

	May 31, 1926.	April 30, 1926.	May 31, 1925.
Bacon, boxes .....	6,707	8,626	12,454
Hams, boxes .....	4,122	2,954	6,858
Shoulders, boxes .....	1,538	1,431	1,301
Lard (R. S. W.), tcs..	775	754	1,572
Lard (refined), tons...	1,076	2,205	3,252

Imports into Liverpool for the month of May:

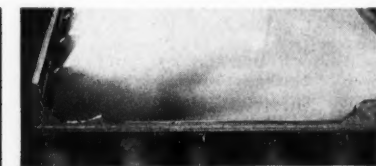
Bacon, including shldrs., boxes, 16,066.

Hams, lbs., 11,634.

Lard, cwt., 63,948.

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, boxes.	Hams, boxes.	Lard, tons.
May, 1926 .....	4,037	2,373	793
April, 1926 .....	4,500	2,804	775
May, 1925 .....	6,078	3,618	615



### BRYNE SPRAY SYSTEMS

for Hog and Beef Coolers

Designed and Furnished Complete

**BINKS** SPRAY EQUIPMENT CO.  
3007 Carroll Ave., Chicago



## Making Packer's Collections

(Continued from page 20.)

His customers expect it and cooperate with him. This is what he says about his practices:

Editor THE NATIONAL PROVISIONER:

Your letter received in regard to my personal opinion on the question, "Does a salesman queer himself with his customer by making collections before attempting to sell to customers?"

My honest and sincere opinion is emphatically, "No."

### Two Classes of Customers.

There are two classes of customers I've always thought not distantly related, and that is the customer who starts post-dating checks, and the other who gets so indignant when presented with a statement.

It has been my experience that the real business man, the successful merchant or butcher, invariably asks for the statement himself, before any mention is made of products, prices, etc.

Of course, there are all types of men in business as in every walk of life. Believe some of the supposed wrath, or bad will, aroused in the indignant type is caused by his own misgivings and suspicion that the salesman doubts his credit and is demanding payment for last goods received. Such gentlemen should realize and know that the transaction isn't completed until the goods are paid for.

### The Indignant Retailer.

As an illustration: Some time ago I was sent to relieve Mr. — for a period of weeks. At a certain town a small dealer became highly insulted because I had the real unadulterated gall to flash a statement on him the first thing. He was besides himself with rage and gave me a real good call to relieve himself.

Then he politely told me that if I was on that territory regularly, that he and I would do very little business together. Said the regular salesman let his account run for several weeks and what a dandy fellow he was. I admitted he was a very likeable young man.

I didn't apologize for presenting statement, but simply stated our terms, that the other salesman was very lenient, and I suggested that this small dealer get on the band wagon with the rest of the business men by paying his account regularly. "Keep your credit good," I told him should be, along with honesty, the paramount stones in the foundation of his business, because they pay dividends.

He told me he ran his own business, was still strutting around like a ruffled peacock, and his very attitude aroused my suspicion.

### Found He Was on C. O. D. Basis.

Upon questioning several other salesmen calling upon this supersensitive "gent," I found that he was nothing but absolutely C. O. D. with their firms.

As a whole I have experienced very little trouble with my trade, and I do present statement first and sell after as it is a habit with me, and in like manner has become habitual with my customers to expect it.

In other words, I think it shows the finest kind of cooperative spirit and sound



The York full automatic self-contained refrigerating unit is designed to meet the requirements of the butcher and meat dealer.

It is the last word in mechanical refrigeration and can be relied upon to furnish constant dry cold to your storage boxes and counters.

We have just prepared our Bulletin 86, which fully describes this equipment. It's informative. Won't you let us send you a copy of this booklet? Just send in your name. There is no obligation.

**YORK Manufacturing Company**  
Ice Making and Refrigerating Machinery Specialists  
York, Penna.

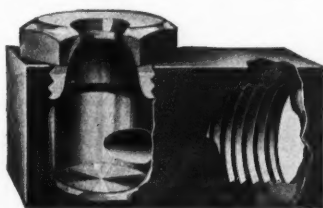
## NON-CLOG SPRAYS

With inlet and outlet of equal size there is little tendency to clog. Thick metal at orifice insures long wear. Proper construction produces even spray. Cost very low.

You can select  $\frac{1}{4}$ " nozzle to deliver, say, 4, 6, 7, 10, 24, 37, 56, 120 or 150 gal. per hr. based on 30 lbs. pressure. Will operate to 10 lbs. and under.

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## For BRINE

business methods to have a dealer beat you to the draw and say, "Where's my statement?"

The opinions of those who believe that collection of money due should be deferred until after an order is booked, and those who feel that there is not set rule to be followed, will appear in an early issue of THE NATIONAL PROVISIONER.

The reasons back of this judgment on the part of the individual sales and credit managers will be given, and these include much valuable information for sales forces.

*Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*



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When You Write  
The Advertiser  
Mention  
**THE NATIONAL PROVISIONER**

# Chicago Section

President Joseph M. Emmart, of the Emmart Packing Co., Louisville, Ky., was a Chicago visitor during the week.

Ernst Terhardt, Detroit, Mich., a leading dealer in meats, game, poultry, etc., was in the city this week on business.

Charles Knight, vice-president, and Karl Zach, general manager, of the Louisville Provision Co., Louisville, Ky., were in the city this week.

A. Wallmo, of the provision department of Jacob E. Decker & Sons Co., Mason City, Ia., was seen on the Board of Trade late in the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 34,501 cattle, 14,413 calves, 59,149 hogs and 29,930 sheep.

E. Bartel, head of L. Bartel & Co., New York City, well-known provision dealers, stopped off in Chicago late last week in the course of a Western trip.

C. A. Briggs, livestock weight supervisor of the U. S. Department of Agriculture, passed through the city late last week on his way to the Pacific Coast.

Grant L. Talley, vice-president in charge of purchases and maintenance, of the Jacob Dold Packing Co., Buffalo, N. Y., was a Chicago visitor during the week.

J. S. Hoffman, president of the J. S. Hoffman Company, Inc., plans to leave the city on Sunday, June 13, for a brief visit to the company's New York office.

Provision shipments from Chicago for the week ending June 5, 1926, with comparisons, are reported as follows:

	Last week	Prev. week	Cor week, 1925
Cured meats, lb.	15,224,000	18,039,000	16,407,000
Fresh meats, lbs.	35,911,000	37,108,000	40,084,000
Lard, lbs.	5,708,000	5,705,000	10,853,000

Prices realized on Swift & Company sales of carcass beef in Chicago for week

ending Saturday, June 5, 1926, on shipments sold out were as follows: Cows, common to good, 10@14c; steers, common to medium, 13@15.50c; steers, good to choice, 16@20c; and averaged 14.09 cents per pound.

## Sentence Sermons

Written for THE NATIONAL PROVISIONER by Roy L. Smith.

### I NEVER KNEW ANY MAN—

- Who regretted the time he spent getting a better education.
- Who was ever ruined by curbing expensive habits.
- Who ever received a greater compliment than his wife's consent to marry him.
- Who improved his standing with the firm by telling the boss where to head in.
- Who increased his self respect by starting a fight.
- Who made such progress in business by living a fast life.
- Who permanently helped his business by exaggerated advertising.

W. C. Davis, marketing specialist of the U. S. Bureau of Agricultural Economics, spent a few days in the city this week. He was one of the principal speakers at the convention of Illinois retailers, held in Champaign, Ill., and returned to Washington on Wednesday.

On Wednesday of this week President Frank A. Hunter, of the East Side Packing Company, E. St. Louis, Illinois, equalled the record of 74 made the week previous by Louis Dennig, of the St. Louis Independent Packing Co., on one of the St. Louis golf courses. The Wednesday afternoon games of the St. Louis packers are developing a new set of golf stars.

Among the packers who attended the meeting of regional chairmen at the offi-

ces of the Institute of American Meat Packers last week were John J. Felin, president of John J. Felin & Co., Inc.; Geo. N. Meyer, secretary-treasurer of the Fried & Reineman Packing Co., Pittsburgh, Pa.; J. G. Cownie, of the Jacob Dold Packing Co., Buffalo, N. Y.; S. T. Nash, president of the Cleveland Provision Co., Cleveland, Ohio; E. F. Rath and R. A. Rath, of the Rath Packing Co., Waterloo, Ia.; Jay E. Decker, president of Jacob E. Decker & Sons Co., Mason City, Ia.; Wm. Diesing, Omaha, Nebr., head of the beef department, Cudahy Packing Co., and others.

## TEXAS GIRL WINS MEAT CONTEST

Texas, Oklahoma, North Carolina, and New Jersey carried off the four university scholarships offered in the third national meat story contest of the National Live Stock and Meat Board.

To Texas went the greatest honor with the selection of Miss Ardis Wilden of El Paso as champion of the western district and of the entire United States. The three other major winners were Miss Agnes Spurgin, Tulsa, Okla., central champion; Miss Otelia Crawford, Hayesville, N. C., southern champion, and Miss Margaret Gindhart, Hartford, N. J., eastern champion. The field of competition exceeded 10,000 high-school girls, representing every state.

Winners in this annual contest were selected by a committee of judges composed of Dr. Louise Stanley, chief of the Bureau of Home Economics, U. S. Department of Agriculture, chairman; Miss Margaret Fedde, chairman of the department of home economics, University of Nebraska, and Miss Marie Sellers, home bureau editor of "Pictorial Review."

The committee has just completed its deliberations after reading and grading the more than 10,000 stories, which came from every state. Comment of the judges was quite complimentary to the contestants. The material in general showed that meat is playing a very important part in the study of home economics, they said.

The contest is held annually to assist in broadening the study of meat in high-school home economics classes, according to R. C. Pollock, general manager of the Board. Teachers agree that it offers a splendid means of stimulating interest among students and hundreds of them co-operated in making it a success, said Mr. Pollock.

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Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher efficiency.  
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Tallow Grease Provisions Oils  
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Quick Reliable Service Guaranteed  
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**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
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**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
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**MEAT STUDENTS GIVEN DINNER.**

The first annual dinner for certificate holders of the 1925-26 class in Packing-house Practice, given by the Cincinnati Meat Packers' Association, was held at the Cincinnati Club last Wednesday evening. An excellent dinner was provided, and everyone enjoyed both the meal and the talks that followed.

Professor V. H. Drufner, Supervisor of Evening Courses, University of Cincinnati, addressed the assemblage, and covered in detail the work that had been accomplished and also outlined the courses for 1926-27, which are open to registration, not only to those connected with the packing industry, but to the public at large.

Professor Drufner thanked the members of the class for their interest, and paid tribute to the Institute of American Meat Packers, as well as the Cincinnati Meat Packers' Association and the instructors, for the wonderful cooperation extended in making a success of the courses in Packing House Practices.

The class was started in September, 1925, by the University of Cincinnati, in conjunction with the Institute of American Meat Packers and the Cincinnati Meat Packers' Association, and was an unqualified success from the start.

The first semester was devoted to Pork Operations, and the second to Beef Operations; with special lectures during both courses by experts from the Institute of American Meat Packers.

Professor George D. McLaughlin of the University of Cincinnati gave a special lecture during Beef Operations on the handling, curing and tanning of hides in the United States as well as foreign countries.

The following packing concerns are members of the Cincinnati Meat Packers' Association: John Hoffmann's Sons Co., Ideal Packing Co., Kroger Grocery & Baking Co., Lohrey Packing Co., Maescher & Co., H. H. Meyer Packing Co., A. Sander Packing Co., The J. & F. Schroth Packing Co., and Jacob Vogel & Son.

Fifty students received certificates showing that they had successfully completed the course.

**MORE MEAT EATEN IN MARCH.**

A great deal more federally inspected meat was eaten in the United States in March, 1926, than in the preceding month, according to figures compiled by the U. S. Department of Agriculture.

The March total was 1,014,000,000 lbs., compared with 865,000,000 lbs. in February. The March per capita consumption was 8.9 lbs., against 7.6 lbs. the previous month, an increase of 1.3 per cent. The figure for March, 1925, was 8.3 lbs., or about the same as this year.

All classes of meat shared in the increase, pork showing the greatest amount. Beef and veal consumption in March, 1926, amounted to 455,000,000 lbs., compared to 397,000,000 lbs. in February; pork, 511,000,000 lbs., against 427,000,000 lbs. the previous month; and lamb and mutton, 48,000,000 lbs., compared with 40,000,000 lbs. in February.

The per capita consumption was as follows: Beef and veal, 4.0 lbs. in March; 3.5 lbs. in February. Pork, 4.5 lbs. in March; 3.7 lbs. in February. Lamb and mutton, 0.4 lb. in March; 0.3 lb. in February.

**TALENT IN THE MEAT TRADE.**

Of those who are fond of that column in the Chicago Tribune known as "A Line O' Type or Two," or "The Line," for short, and who read it faithfully if not religiously, few if any have known that the frequent contributor of delightful verse who signs himself "Le Mousquetaire" was a member of the packing industry.

One of "Le Mousquetaire's" contributions extolling the beauties of the new Tribune tower was so highly appreciated by that newspaper's proprietors that it was



SHAFTO DENE.

carved in stone on the side of the new Tribune building. The carving was only recently completed, and it was unveiled last week in the presence of "The Line's" conductor and a group of his most famous contributors, including "Le Mousquetaire."

The real name of the latter—the name on which he draws salary from Armour and Company as assistant manager of Chicago city branch houses—is Shafto Dene. Mr. Dene can write verse as successfully as he can check city meat salesmen, as is indicated by the verses referred to, which are as follows:

**THE TRIBUNE TOWER.**

Dusk gray, sky kissed, soaring arches  
Springing from earth to heights of cloud,  
Free as the winds that blow the marches,  
Stately as any castle proud.  
Parapets tipped with silver lances  
Keep gleaming vigil beneath the moon—  
By starlight a softer beauty entrances,  
A fairy palace of pale mist ween.

Rising serenely beside the lake,  
Flushed with the rose of the early dawn,  
Like a lovely goddess but just awake  
Poised at the note of a woodland song.  
Day—and a sentinel bravely standing  
Revealed in a panoply of light,  
Towering, watching, guarding, commanding,  
A banner in stone, a symbol of might!

—LE MOUSQUETAIRE.

**PACKER TO WED OPERA STAR.**

An engagement of unusual interest to the meat packing industry was announced this week in the betrothal of Charles H. Swift, vice-president of Swift & Company, and Miss Claire Dux, famous lyric soprano.

Mr. Swift, who is a leading figure in the packing world, is also well known in the world of music, and has done much to foster the development of musical appreciation in Chicago. Miss Dux made her opera debut in Cologne, Germany, in 1907, and has been a member of the Chicago Civic Opera for some time.

**CHICAGO LIVESTOCK.****RECEIPTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 31.....	19,589	4,241	40,307	9,895
Tues., June 1.....	10,803	3,444	18,540	18,072
Wed., June 2.....	13,373	2,737	13,586	11,815
Thur., June 3.....	12,412	5,676	28,991	12,254
Fri., June 4.....	2,793	2,258	14,798	7,455
Sat., June 5.....	742	816	2,673	6,350

Totals last week.....	59,721	19,172	118,893	85,830
Previous week.....	55,293	17,927	127,063	39,894
Year ago.....	51,027	19,802	141,694	70,773
Two years ago.....	53,789	16,536	182,679	75,155

**SHIPMENTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 31.....	5,617	1	9,090	395
Tues., June 1.....	3,057	1	5,900	1,624
Wed., June 2.....	4,151	1	4,849	2,191
Thur., June 3.....	2,912	1	8,380	2,114
Fri., June 4.....	1,254	4	5,100	1,951
Sat., June 5.....	210	1	758	1,000

Totals last week.....	16,908	5	29,059	8,275
Previous week.....	16,141	106	27,433	4,600
Year ago.....	11,948	47	31,062	4,597
Two years ago.....	18,067	120	40,881	10,578

Receipts at Chicago Stock Yards thus far this year to June 5, with comparative, totals:

	1926.	1925.
Cattle.....	1,293,483	1,234,435
Calves.....	356,253	424,462
Hogs.....	3,273,914	4,008,215
Sheep.....	1,745,705	1,695,511

Combined weekly hog receipts at eleven markets for week ending June 5, with comparisons:

	Week.	Year to date.
Week ending June 5.....	487,000	12,690,000
Previous week.....	569,000	12,690,000
1925.....	597,000	14,992,000
1924.....	739,000	18,098,000
1923.....	807,000	17,292,000
1922.....	620,000	12,845,000

Combined receipts at seven markets for the week ending June 5, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending June 5.....	1,201,000	419,000	194,000
Previous week.....	1,102,000	439,000	145,000
1925.....	1,184,000	507,000	162,000
1924.....	1,176,000	593,000	180,000
1923.....	1,197,000	671,000	140,000
1922.....	1,173,000	497,000	196,000

Combined receipts at seven points for 1926 to June 5, 1926, with comparisons:

	*Cattle.	Hogs.	Sheep.
1926.....	4,201,000	10,405,000	4,409,000
1925.....	3,996,000	12,805,000	4,209,000
1924.....	4,137,000	14,982,000	4,035,000
1923.....	4,142,000	14,377,000	4,370,000
1922.....	3,894,000	10,497,000	3,964,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Number	Average	Prices—
	Received.	Lbs.	Top. Average.
*This week.....	121,200	251	\$14.05 \$13.90
Previous week.....	127,063	251	14.55 13.90
1925.....	141,694	237	12.45 12.05
1924.....	182,659	238	7.50 7.20
1923.....	215,812	241	7.35 6.95
1922.....	161,300	238	11.00 10.55
1921.....	161,707	238	8.50 8.05
Av. 1921-1925.....	173,000	238	\$ 9.35 \$ 8.95

\*Receipts and average weights for week ending June 5, 1926, unofficial.

**WEEKLY AVERAGE PRICE OF LIVESTOCK.**

	Cattle.	Hogs.	Sheep.	Lamba.
*Week ending June 5.....	\$ 9.50	\$13.90	\$ 6.50	\$16.00
Previous week.....	9.15	13.90	7.10	15.55
1925.....	10.40	12.05	6.35	13.00
1924.....	9.45	7.20	5.85	13.90
1923.....	10.05	6.95	5.65	13.65
1922.....	8.85	10.55	7.00	12.15
1921.....	8.05	8.05	4.65	11.75
Av. 1921-1925.....	\$ 9.05	\$ 8.95	\$ 5.90	\$12.85

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending June 5.....	43,000	90,900	58,900
Previous week.....	39,152	99,610	35,255
1925.....	39,079	110,632	65,776
1924.....	35,722	141,798	64,576
1923.....	41,059	188,636	42,809

\*Saturday, June 5, estimated.

Chicago packers hog slaughters for the week ending June 5, 1926:

Armour & Co.....	11,300
Anglo-American.....	2,900
Swift & Co.....	10,000
Hammond & Co.....	4,800
Morris & Co.....	5,700
Wilson & Co.....	10,500
Boyd-Lunham.....	5,100
Western Pkg. Co.....	5,900
Roberts & Onke.....	3,700
Miller & Hart.....	3,600
Independent Pkg. Co.....	4,100
Brennan Pkg. Co.....	5,900
Agar Pkg. Co.....	2,100
Others.....	20,300

Total.....	95,800
Previous week.....	93,300
1925.....	117,000
1924.....	152,700
1923.....	196,400

(For Chicago livestock prices see page 41.)



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, June 10, 1926.

### Green Meats.

Regular Hams—	
8-10 lbs. avg.	@ 28
10-12 lbs. avg.	@ 28
12-14 lbs. avg.	@ 28
14-16 lbs. avg.	@ 27 1/2
16-18 lbs. avg.	@ 27 1/2
18-20 lbs. avg.	@ 27 1/2

Skinned Hams—	
14-16 lbs. avg.	@ 29 1/2
16-18 lbs. avg.	@ 29 1/2
18-20 lbs. avg.	@ 29 1/2
20-22 lbs. avg.	@ 29 1/2
22-24 lbs. avg.	@ 27
24-26 lbs. avg.	@ 26
26-30 lbs. avg.	@ 25 1/2

Pienies—	
4-6 lbs. avg.	@ 20 1/2
6-8 lbs. avg.	@ 19
8-10 lbs. avg.	@ 17 1/2
10-12 lbs. avg.	@ 17 1/2
12-14 lbs. avg.	@ 17 1/2

Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@ 31 1/2
8-10 lbs. avg.	@ 30
10-12 lbs. avg.	@ 27 1/2
12-14 lbs. avg.	@ 25 1/2
14-16 lbs. avg.	@ 24 1/2

### Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@ 29
10-12 lbs. avg.	@ 29
12-14 lbs. avg.	@ 29
14-16 lbs. avg.	@ 29
16-18 lbs. avg.	@ 29
18-20 lbs. avg.	@ 29

Boiling Hams—(house run)	
16-18 lbs. avg.	@ 29
18-20 lbs. avg.	@ 29
20-22 lbs. avg.	@ 29

Skinned Hams—	
14-16 lbs. avg.	@ 30
16-18 lbs. avg.	@ 30
18-20 lbs. avg.	@ 30
20-22 lbs. avg.	@ 29
22-24 lbs. avg.	@ 28
24-26 lbs. avg.	@ 27
26-30 lbs. avg.	@ 26

Pienies—	
4-6 lbs. avg.	@ 20 1/2
6-8 lbs. avg.	@ 19
8-10 lbs. avg.	@ 17 1/2
10-12 lbs. avg.	@ 17 1/2
12-14 lbs. avg.	@ 17 1/2

Bellies—(square cut and seedless)	
6-8 lbs. avg.	@ 31 1/2
8-10 lbs. avg.	@ 29 1/2
10-12 lbs. avg.	@ 27 1/2
12-14 lbs. avg.	@ 25 1/2
14-16 lbs. avg.	@ 24 1/2

### Dry Salt Meats.

Extra short clears, 35/45.	@ 18 1/2
Extra short ribs, 35/45.	@ 18 1/2
Regular plates, 6-8.	@ 15 1/2
Clear plates, 4-6.	@ 13 1/2
Joint butts.	@ 13 1/2

Fat Backs—	
8-10 lbs. avg.	@ 14
10-12 lbs. avg.	@ 14 1/2
12-14 lbs. avg.	@ 14 1/2
14-16 lbs. avg.	@ 14 1/2
16-18 lbs. avg.	@ 15
18-20 lbs. avg.	@ 15 1/2
20-25 lbs. avg.	@ 15 1/2

Clear Bellies—	
14-16 lbs. avg.	@ 21
16-18 lbs. avg.	@ 20 1/2
18-20 lbs. avg.	@ 20 1/2
20-25 lbs. avg.	@ 19 1/2
25-30 lbs. avg.	@ 19 1/2
30-35 lbs. avg.	@ 19
35-40 lbs. avg.	@ 18 1/2
40-50 lbs. avg.	@ 18 1/2

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JUNE 5, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.75	16.75	16.65	16.75
Sept.	16.90	16.97	16.85	16.97
Oct.	16.95	16.95	16.85	16.95

CLEAR BELLIES—	
July	18.95
Sept.	19.05
Oct.	19.17
Nov.	19.05
Dec.	19.17

SHORT RIBS—	
July	17.95
Sept.	17.80
Oct.	17.87
Nov.	17.80
Dec.	17.87

MONDAY, JUNE 7, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.82 1/2	17.00	16.75-77 1/2	16.92 1/2
Aug.	17.05-00	17.20	17.00	17.07 1/2
Sept.	17.20-30	17.47	17.00	17.15
Oct.	17.02 1/2-00	17.17 1/2	17.00	17.15

CLEAR BELLIES—	
July	19.15b
Sept.	19.35b
Oct.	19.20
Nov.	19.20
Dec.	19.20

SHORT RIBS—	
July	18.10
Sept.	18.25
Oct.	18.37 1/2
Nov.	18.25
Dec.	18.25

TUESDAY, JUNE 8, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	17.02 1/2-07 1/2	17.25	17.02 1/2	17.15
Aug.	17.25-30	17.47	17.20	17.27 1/2b
Sept.	17.27 1/2-30	17.45	17.27 1/2	17.35b
Oct.	17.27 1/2-30	17.45	17.27 1/2	17.35b

CLEAR BELLIES—	
July	19.25
Sept.	19.40
Oct.	19.25
Nov.	19.32 1/2ax
Dec.	19.50ax

SHORT RIBS—	
July	18.70
Sept.	18.35
Oct.	18.45
Nov.	18.65b
Dec.	18.45b

WEDNESDAY, JUNE 9, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	17.15-10	17.15	16.87 1/2	16.92 1/2
Aug.	17.37 1/2-35	17.37 1/2	17.10	17.10b
Sept.	17.37 1/2-35	17.35	17.10	17.17 1/2
Oct.	17.37 1/2-35	17.35	17.10	17.17 1/2

CLEAR BELLIES—	
July	19.50
Sept.	19.50
Oct.	19.40
Nov.	19.45b
Dec.	19.25b

SHORT RIBS—	
July	18.45
Sept.	18.45
Oct.	18.45
Nov.	18.65b
Dec.	18.45

THURSDAY, JUNE 10, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.95	16.97 1/2	16.65	16.72 1/2
Aug.	17.17 1/2-22 1/2	17.22 1/2	16.85	16.85
Sept.	17.17 1/2-22 1/2	17.22 1/2	16.85	16.92 1/2
Oct.	17.17 1/2-22 1/2	17.22 1/2	16.85	16.92 1/2
Jan.	14.92 1/2	14.95	14.72 1/2	14.82 1/2

CLEAR BELLIES—	
July	19.30
Sept.	19.45
Oct.	19.25
Nov.	19.25 1/2ax
Dec.	19.05b

SHORT RIBS—	
July	18.50
Sept.	18.15
Oct.	18.50
Nov.	18.50
Dec.	18.15

FRIDAY, JUNE 11, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.65-62 1/2	16.92 1/2	16.62 1/2	16.65ax
Aug.	16.90	17.15	16.90	16.75b
Sept.	16.90-82 1/2	17.17 1/2	16.82 1/2	16.85
Oct.	16.90-82 1/2	17.17 1/2	16.82 1/2	16.82 1/2
Jan.	14.92 1/2	14.95	14.72 1/2	15.20b

CLEAR BELLIES—	
July	19.05
Sept.	19.05
Oct.	19.05
Nov.	19.25ax
Dec.	19.05b

SHORT RIBS—	
July	18.50
Sept.	18.15
Oct.	18.50
Nov.	18.50
Dec.	17.95

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, June 10, 1926, with comparisons, were as follows:

	Week ending June 10.	Prev. week.	Cor. week. 1925.
Armour & Co.	5,150	7,010	10,430
Anglo-Amer. Prov. Co.	2,253	3,363	4,989
Swift & Co.	5,149	9,204	12,304
G. H. Hammond Co.	2,979	4,419	9,675
Morris & Co.	5,404	5,856	6,877
Wilson & Co.	6,020	7,912	9,190
Boyd-Lunham Co.	3,336	4,708	6,794
Western Pkg. & Prov. Co.	8,635	7,807	7,900
Roberts & Oake.	6,038	3,543	6,932
Miller & Hart.	3,881	3,780	5,056
Independent Packing Co.	4,005	2,745	7,272
Brennan Packing Co.	4,750	5,450	7,162
Agar Packing Co.	1,950	2,100	1,500
Total	50,670	68,087	86,081

## CHICAGO RETAIL FRESH MEATS.

### Beef.

	No. 1	No. 2	No. 3.
Rib roast, heavy end.	25	22	12
Rib roast, light end.	36	28	20
Chuck roast	26	20	14
Steaks, round	45	35	20
Steaks, sirloin, first cut.	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12 1/2
Cornd brisquets, boneless	24	22	18
Cornd plates	16	12	10
Cornd rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	60	30
Legs	55	35
Stews	20	15
Chops, shoulder	30	25
Chops, ribs and loin.	70	30

### Mutton.

Legs	26
Stew	10
Shoulders	16
Chops, rib and loin.	35

### Pork.

Loins, whole, 8@10 avg.	34
Loins, whole, 10@12 avg.	32
Loins, whole, 12@14 avg.	30
Loins, whole, 14 and over.	28
Chops	35
Shoulders	25
Butts	20
Spareribs	25
Hocks	24
Leaf lard, unrendered	14

### Veal.

Hindquarters	28
Forequarters	18
Legs	24
Breasts	14
Shoulders	12
Cutlets	24
Rib and loin chops	40

### Butchers' Offal

Suet	@ 6
Shop fat	@ 3
Bones, per 100 lbs.	@ 50
Calif skins	@ 15
Kips	@ 13
Deacons	@ 12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago.	0%	6%
Double refined saltpetre, gran., 1 c. l.	0%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b. N. Y. S. S. carloads.	3%	3%
Less than carloads, granulated.	4%	4
Crystals	5%	5
Kegs, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	9	8%
Crystal to powdered, in bbls., in 5-ton lots or more.	9%	9%
In bbls. in less than 5-ton lots.	9%	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5%	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		
bulk		\$ 7.40
Medium, car lots, per ton, f.o.b. Chicago,		
bulk		9.10
Rock, car lots, per ton, f. o. b. Chicago.		8.30
Sugar—		
Raw sugar, 96 basis.		@ 4.35
Second sugar, 90 basis.		@ 3.95
Syrup, testing 65 and 65 combined sucrose and invert.		@ 31
Standard granulated f.o.b. refiners (2%)		@ 5.70
Plantation granulated f.o.b. New Orleans less (2%)		None

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2207 SOUTH LA SALLE STREET

CHICAGO, ILL.

## H. G. S.

Packing House White Paint

Harry C. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending June 12,	Cor. week, 1925.
Prime native steers.....	17 @19	18 @19
Good native steers.....	15 @17	17 @18
Medium steers.....	13 @16	14 @18
Helders, good.....	13 @18	13 @18
Cows.....	10 @14	8 @13
Hind quarters, choice.....	24 @25	24 @25
Fore quarters, choice.....	15 @16	14 @16

## Beef Cuts.

Steer Loins, No. 1.....	@30	@31
Steer Loins, No. 2.....	@28	@29
Steer Short Loins, No. 1.....	@39	@40
Steer Short Loins, No. 2.....	@35	@36
Steer Loin Ends (hips).....	@23	@24
Steer Loin Ends, No. 2.....	@22	@23
Cow Loins.....	@21	@22
Cow Short Loins.....	@20	@21
Cow Loin Ends (hips).....	@17	@18
Steer Ribs, No. 1.....	@20	@20
Steer Ribs, No. 2.....	@19	@19
Cow Ribs, No. 1.....	@16	@16
Cow Ribs, No. 2.....	@16	@16
Cow Ribs, No. 3.....	@12	@11
Steer Rounds, No. 1.....	16 1/2 @17	16 1/2 @17
Steer Rounds, No. 2.....	16 @16 1/2	16 @16 1/2
Steer Chucks, No. 1.....	@12	@12 1/2
Steer Chucks, No. 2.....	@13 1/2	@13 1/2
Cow Rounds.....	@15 1/2	@15 1/2
Cow Chucks.....	@10	@11
Steer Plates.....	@11	@12 1/2
Medium Plates.....	@11	@12
Briskets, No. 1.....	@17	@18
Briskets, No. 2.....	@13	@14
Steer Navel Ends.....	@8	@8
Cow Navel Ends.....	@8	@7
Fore Shanks.....	@8	@6 1/2
Hind Shanks.....	@8	@8
Holla.....	@20	@20
Strip Loins, No. 1, boneless.....	@50	@55
Strip Loins, No. 2.....	@45	@50
Strip Loins, No. 3.....	@35	@40
Sirloin Butts, No. 1.....	@30	@30
Sirloin Butts, No. 2.....	@25	@25
Sirloin Butts, No. 3.....	@15	@18
Beef Tenderloins, No. 1.....	@75	@75
Beef Tenderloins, No. 2.....	@65	@65
Lump Butts.....	@18	@17
Flank Steaks.....	@14	@14
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@10	@10

## Beef Products.

Brains (per lb.).....	12 @13	8 @9
Hearts.....	@12	@8
Tongues.....	20 1/2 @32	20 @30
Sweetbreads.....	5 @32	5 @30
Ox Tail, per lb.....	4 @4	4 @4
Fresh Tripe, plain.....	@4	@4
Fresh Tripe, H. C.....	@6 1/2	@6 1/2
Livers.....	10 @13	10 1/2 @11 1/2
Kidneys, per lb.....	10 @10 1/2	@8

## Veal.

Choice Carcass.....	20 @22	17 @19
Good Carcass.....	16 @18	13 @16
Good Saddles.....	20 @30	20 @27
Good Backs.....	12 @17	6 @12
Medium Backs.....	11 @12	@6

## Veal Products.

Brains, each.....	14 1/2 @15 1/2	9 @10
Sweetbreads.....	45 @60	@58
Calf Livers.....	37 @38	34 @35

## Lamb.

Choice Lamb.....	@37	@30
Medium Lamb.....	@35	@28
Choice Saddles.....	@40	@35
Medium Saddles.....	@38	@32
Choice Fores.....	@30	@25
Medium Fores.....	@28	@22
Lamb Fries, per lb.....	@32	@31
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

## Mutton.

Heavy Sheep.....	@10	@9
Light Sheep.....	@15	@12
Heavy Saddles.....	@12	@12
Light Saddles.....	@18	@17
Heavy Fores.....	@8	@17
Light Fores.....	@12	@13
Mutton Legs.....	@18	@20
Mutton Loins.....	@20	@15
Mutton Stew.....	@12	@7
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Dressed Hogs.....	@25	@18
Pork Loins, 8@10 lbs. avg.....	@31	@24
Hams.....	@30	@22
Belies.....	@20	@26
Calas.....	@18 1/2	@15
Skinned Shoulders.....	19 1/2 @20	14 @15
Tenderloins.....	@60	@44
Spare Ribs.....	15 @16	@13
Leaf Lard.....	15 @16	@17
Back Fat.....	15 @16	@15
Butts.....	@25	@21
Hocks.....	@15	@12
Tails.....	@16	@12
Neck Bones.....	5 @6	@5
Tail Bones.....	@12	@12
Slip Bones.....	@9	@9
Blade Bones.....	@15	@6
Pigs' Feet.....	8 @9	@5 1/2
Kidneys, per lb.....	10 @11	@9
Livers.....	@5	@6
Brains.....	17 1/2 @18	@8
Ears.....	@8	@8
Snouts.....	@9	@8 1/2
Heads.....	@10	@10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@20
Country style sausage, fresh in link.....	@21
Country style sausage, fresh in bulk.....	@21
Country style sausage, smoked.....	@25
Mixed sausage, fresh.....	@25
Frankfurts in pork casings.....	@20
Frankfurts in sheep casings.....	@22
Bologna in beef bungs, choice.....	@19
Bologna in cloth, paraffined, choice.....	@13
Liver sausage in hog bungs.....	@23
Liver sausage in beef rounds.....	@14
Head cheese.....	@16
New England luncheon specialty.....	@19
Liberty luncheon specialty.....	@23
Mixed luncheon specialty.....	@17
Tongue sausage.....	@25
Polish sausage.....	@19
Sausage.....	@18

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@54
Cervelat, new condition, in hog bungs.....	@24
Thuringer Cervelat.....	@24
Farmer.....	@32
Holsteiner.....	@31
B. C. Salami, choice.....	@50
Villano Salami, choice, in hog bungs.....	@51
B. C. Salami, new condition.....	@27
Frisses, choice, in hog middles.....	@45
Genoa style Salami.....	@56
Pepperoni.....	@43
Mortadella, new condition.....	@27
Capicola.....	@58
Italian style hams.....	@47
Virginia style hams.....	@50

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	13 @13 1/2
Special lean pork trimmings.....	@22
Extra lean pork trimmings.....	@23 1/2
Neck bone trimmings.....	@18
Pork cheek meat.....	12 1/2 @14
Pork hearts.....	30 @30
Fancy boneless bull meat (heavy).....	12 1/2 @12 1/2
Boneless chucks.....	11 1/2 @11 1/2
Shank meat.....	@10 1/2
No. 1 beef trimmings.....	@10 1/2
Beef hearts.....	@9 1/2
Beef cheeks, trimmed.....	@10
Dr. canner cows, 300 lbs. and up.....	@8 1/2
Dr. cutters, 400 lbs. and up.....	@9 1/2
Dr.ologna bulls, 500-700 lbs.....	4 1/2 @4 1/2
Cured pork tongues (can. trim.).....	17 1/2 @18

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	@29
Beef rounds, domestic, 140 sets per tierce, per set.....	@32c
Beef rounds, export, 225 sets per tierce, per set.....	@33
Beef middles, 110 sets per tierce, per set.....	@1.50
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	@22
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	@15
Beef wensands, No. 1, per piece.....	@15
Beef wensands, No. 2, per piece.....	@6
Beef bladders, small, per dozen.....	@1.45
Beef bladders, medium, per dozen.....	@2.00
Beef bladders, large, per doz.....	@2.25
Hog casings, medium, per bd. 100 yds.....	@3.00
Hog casings, narrow, per lb. f. o. s.....	@3.60
Hog middles, without cap, per set.....	@17
Hog middles, with cap, per set.....	@20
Hog bungs, export.....	@28
Hog bungs, large prime.....	@20
Hog bungs, medium.....	@10
Hog bungs, small prime.....	@6
Hog bungs, narrow.....	@8
Hog stomachs, per piece.....	@8

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	35.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

## BARRELED PORK AND BEEF.

Mess pork, regular.....	\$40.00
Family back pork, 20 to 34 pieces.....	42.00
Family back pork, 35 to 45 pieces.....	43.00
Clear back pork, 40 to 50 pieces.....	45.00
Clear plate pork, 25 to 35 pieces.....	25.50
Clear plate pork, 35 to 45 pieces.....	28.50
Brisket pork.....	33.00
Bean pork.....	28.00
Plate beef.....	24.50
Extra plate beef.....	26.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	23.15
Red oak lard tierces.....	2.27 1/2 @2.30
White oak lard tierces.....	2.47 1/2 @2.52 1/2

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@24
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@20 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago.....	@21
(30 and 60 lb. solid tubs, 1c per lb. less.)	
Pantry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@17

## DRY SALT MEATS.

Extra short clears.....	@18 1/2
Extra short ribs.....	@18 1/2
Short clear middles, 60-lb. avg.....	@19
Clear bellies, 14@16 lbs.....	@21
Clear bellies, 18@20 lbs.....	@20 1/2
Clear bellies, 25@30 lbs.....	@19 1/2
Rib bellies, 25@30 lbs.....	@19 1/2
Fat backs, 10@12 lbs.....	@14 1/2
Fat backs, 12@14 lbs.....	@14 1/2
Fat backs, 14@16 lbs.....	@14 1/2
Regular plates.....	@15 1/2
Butts.....	@13 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@35
Skinned hams, fancy, 16@18 lbs.....	@36
Standard regular hams, 12@16 lbs.....	@33 1/2
Picnics, 6@8 lbs.....	@23 1/2
Standard bacon, 4@8 lbs.....	@41
Standard bacon, 16@12 lbs.....	@34
Standard bacon, 12@14 lbs.....	@31 1/2
Standard bacon strips, 6@7 lbs.....	@31 1/2
Cooked hams, choice, skin on, surplus fat off.....	@50
Cooked hams, choice, skinned, surplus fat off.....	@49
Cooked hams, choice, skinned, surplus fat off.....	@53
Cooked picnics, skin on; surplus fat off.....	@30
Cooked picnics, skinned; surplus fat off.....	@31
Cooked loin roll, smoked.....	@55

## ANIMAL OILS.

Prime lard oil.....	18 1/2 @19 1/2
Extra winter strained.....	16 @16 1/2
Extra lard oil.....	13 1/2 @14
Extra No. 1 lard.....	12 @12 1/2
No. 1 lard oil.....	11 1/2 @12
No. 2 lard oil.....	11 1/2 @11 1/2
Pure neatfoot oil.....	15 @16
Extra neatfoot oil.....	12 @12 1/2
No. 1 neatfoot oil.....	11 1/2 @12
Acidless tallow oil.....	11 1/2 @11 1/2

## LARD (Unrefined).

Prime, steam, cash tierces.....	@16.87
Prime, steam, loose.....	@16.22
Leaf raw.....	@16.12
Neutral lard.....	@16.00

## LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	@17.25
Pure lard, tierces.....	@17.50
Compound.....	@17.00

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	13 1/2 @13 1/2
Oleo stock.....	12 1/2 @13 1/2
Prime No. 1 oleo oil.....	12 1/2 @12 1/2
Prime No. 2 oleo oil.....	12 @12 1/2
No. 3 oleo oil.....	11 1/2 @11 1/2
Prime oleo stearine, edible; nominal.....	13 1/2 @14

## TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	11 @11 1/2
Prime tallow, tallow.....	3 1/2 @3 1/2
No. 1 tallow, basis 10% f.f.a., 42 titre.....	8 1/2 @9
No. 2 tallow, basis 40% f.f.a., 40 titre.....	7 1/2 @8
Choice white grease, max. 4% acid, loose.....	11 1/2 @12
Chicago.....	11 1/2 @12
Yellow grease, max. 5% acid.....	8 @8 1/2
Yellow grease, 12-15 f.f.a., basis.....	8 @8 1/2
Brown grease, 40 f.f.a.....	7 1/2 @8

## VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Val-ley points.....	14 @14 1/2
White, decolorized, in bbls., c.n.f. Chicago.....	16 1/2 @16 1/2
Yellow, decolorized, in bbls.....	16 1/2 @16 1/2
Soybean oil, 50% f.f.a., basis, f.o.b. mills.....	2 @2 1/2
Corn oil in tanks, f.o.b. mills.....	13 @13 1/2
Soya bean oil, seller's tanks, f.o.b. const.....	10 1/2 @11
Cocanut oil, seller's tank, f.o.b. const.....	9 1/2 @10 1/2
Refined in bbls., c.n.f. Chicago, nominal.....	13 1/2 @14 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$ 4.15 @ 4.25
Ground tankage, 10 to 12%.....	3.50 @ 3.75
Ground tankage, 6 to 9%.....	3.25 @ 3.35
Crushed and unground tankage.....	3.00 @ 3.20
Ground raw bone per ton.....	32.00 @ 36.00
Ground steamed bone per ton.....	29.00 @ 34.00
Unground steam bone per ton.....	26.00 @ 28.00
Unground bone tankage per ton.....	18.00 @ 22.00

## HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average, per ton.....	\$185.00 @ 200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @ 135.00
No. 3 horns.....	75.00 @ 100.00
Horns, black and striped.....	70.00 @ 75.00
Horns, white.....	60.00 @ 65.00
Round shin bones, heavies.....	55.00 @ 60.00
Round shin bones, lights and med.....	50.00 @ 55.00
Heavy flats.....	45.00 @ 50.00
Light flats.....	40.00 @ 45.00
Thigh bones, heavies.....	35.00 @ 40.00
Thigh bones, lights and med.....	30.00 @ 35.00
Buttock bones.....	25.00 @ 30.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to size and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

# Retail Section

## Service vs. Cash Markets Both Kinds Can Succeed Without Competing with Each Other

What kind of a meat market do you run, Mr. Retailer? Is it a "service" store, with a delivery system and run on a credit basis, or is it a cash and carry shop, featuring low prices?

There is a big field for both kinds, according to one who has made a special study of the situation. And both can succeed without hurting the other.

The "service store" caters to those who demand choicest quality and special service. Its customers are usually those who are willing to pay for this service, and who do pay for it in higher prices.

The cash and carry store bases its chief appeal on low prices. It does not extend credit nor make deliveries, and must watch leaks and wastes very carefully.

Read the following article. It will give you some valuable hints, and point out to you the advantages and disadvantages of each type of market.

### Meeting Competition

By Elliot Church.

There are more stores selling meats and groceries than there are selling anything else.

One reason for this is that meats and groceries are necessities. Another reason is that a great many people think there is a lot of profit in the business. A third reason is that not much capital is required to start a store, and even less experience.

The result is that a few stores are making a profit. Some more are making ends meet. Many others are not breaking even.

### The Chain Store Bug-a-Boo.

Chain stores are not nearly as serious competitors of the independent store as they are generally considered. As a matter of fact, they may prove a greater help than a competitor because they tend to force out of business the less efficiently managed independent store.

The average chain store gives very little service, which means that all the service customers are left to the independent stores. These customers who demand service are more numerous than those who are satisfied to do all their trading at cash and carry stores.

There are two ways to meet competition.

One is to render better service than other stores. The other is to sell at lower prices.

To render better service the meat merchant must not only know his business thoroughly but he must also know his customers.

### Know Your Customers' Wants.

He must know what they want and

what they don't want. He must know what cuts of meat please them best and how they wish these cuts prepared.

Every order has to be filled exactly as the customer wants it filled and must be delivered at the exact time it is desired.

Such a store not only has to extend credit, but must maintain a good delivery system and have some means of taking the orders from the customers with the least inconvenience to them. This may be done over the telephone, or a man may actually call and take the orders. The system does not matter so much as that the customers are entirely satisfied with it.

### Need High Grade Employees.

The people employed by the retail meat dealer operating a store of this class must be of a high grade. They must be of a type that takes a real interest in the customers and have a real desire to render service.

A store of this type can usually charge prices that show a real profit. As a matter of fact, the oldest meat dealers in any community, those dealers who over a long period of years have been uniformly successful, have almost always stores of this class. They are catering to the people who have the most money and are willing to pay for the best service.

In many a town of fair size there will be one store of this type that seems to have no competition at all. People trade at it because it is considered the best meat shop in town. Every cut of meat bought there carries with it a certain amount of prestige.

### Make Your Store Known for Service.

Any retail meat dealer who wants to place his business on a firm foundation and who wants to insure a net profit every year can hardly do better than to make his store the one rendering the very best service. He should cater to those people who are willing to pay for service rather than to those who want to make each dollar go just as far as it possibly can.

There is no question but that one of the best ways to meet competition in the retail meat business is to render better service than anyone else renders. But it requires more talent to render service than it does to sell at low prices.

Once a clientele of service customers has been acquired these customers remain permanent ones to a very great extent. As long as they are entirely satisfied with the service they will not trade elsewhere.

### Compete on Basis of Price.

The other way to meet competition is to sell at the lowest possible prices. Once a reputation is acquired for giving better values than anyone else gives, a good start has been made toward building up a good business.

In the direction of low prices, however, the hazards are considerably greater than they are in the direction of good service.

Low prices mean conducting the business on the most economical basis. The margin per dollar of sale is small. Every item of expense must be watched and not a penny spent that is not absolutely necessary. There must be no leaks. There must be no waste that can possibly be avoided.

Cash customers—and in order to be successful the low price store usually has to be a strictly cash store—are not usually customers that become attached to any one store. They trade where they can get the best bargains, the best value for their money. Not a very large percent-

age continue to trade year after year at the same store.

### Little Chance for Service.

To sell at the lowest prices, everything in the line of service that can be eliminated must be eliminated. Extending credit costs money in the form of lost accounts, keeping books, interest on the money tied up in credits, and the process of collecting is also an expense.

A delivery service requires an investment in vehicles, more clerical help, and items of expense that are somewhat variable.

Therefore, if it is possible to do so, all delivery service should be eliminated. In fact it must be if the goods are to be sold at the lowest prices.

A good meat cutter has to be paid more money than one who merely wraps up packages. Therefore, in the store selling for cash and at the lowest prices, the meat cutters don't wait on trade. They keep busy all the time cutting meat. This is put on display and is sold by clerks who can be hired at a considerably lower salary than the meat cutters.

### Quick Turnover Necessary.

In the low price store all goods bought have to be turned into cash in the shortest possible time. Everything should be sold to the best advantage and in as quick a time after it arrives as possible.

Since the margin of profit is low, the need of frequent inventories is greater. At least once a month a complete inventory of all the stock on hand should be taken and a profit and loss sheet made up. It is well to adopt some system that makes it possible to departmentize the store insofar as the bookkeeping is concerned in order that it can be found on just what goods the profits have been made and just where, if any, the loss has occurred.

Only through close and accurate checking up can the cost be kept down so low that the prices can be maintained at a level that attracts business. In a sense the bookkeeping has to be more accurate and more thorough than it has to be in a service store.

Even a perpetual stock inventory may be found desirable. In such an inventory cards show exactly how much of each item of stock has been purchased and how much sold, the balance indicating how much is on hand.

### Two Important Points for Success.

The success of the cash and carry store depends more upon two things than upon anything else.

The first is the quick serving of the customers when they come in. The cash and carry store that keeps the customers waiting the least time is the one which, other things being equal, will prove the most popular.

The second, and in many ways the most important, is accurate bookkeeping. Accurate bookkeeping, in turn, requires very frequent inventories.

Every penny should be recorded. Every week it should be possible to tell with a considerable degree of accuracy just what has been made or lost. Every month an extremely accurate statement should be made out.

Such accurate bookkeeping is necessary because without it keeping prices down where trade will be attracted and at the same time a profit can be made is entirely out of the question. It is only by watching everything as closely as possible that any net profits can be realized.

The volume of purchases made by the store and the actual prices paid for goods are not nearly as important as these other



two factors. Any difference in prices paid for goods by two different stores may be easily made up by differences in the efficiency of management. It doesn't require much waste in management to effect a loss. It doesn't require much saving to bring about a profit.

A small store that, because of its small purchases, may have to pay more for what it buys than a large retail organization competing with it, may be able to make a greater net profit per dollar of sales, even though selling at the same price as the larger organization. The larger any business organization becomes, the harder it is to prevent wastes and to maintain a high degree of efficiency.

Large size, alone, therefore, is not so serious a matter in a competitor as is usually thought. As long as that competitor plays fair the little fellow has nothing to fear.

On the whole, however, operating a service store is usually easier and safer than operating a cash and carry store. In either way, however, competition can be met successfully.

It is only when a man tries to do business somewhere between the real service store and the cash and carry store, when he is operating a place of business that is neither one nor the other, that his chances of failure are the greatest.

### ILLINOIS RETAILERS MEET.

Speakers from the Institute of American Meat Packers, individual packers, and National Live Stock and Meat Board, the U. S. Department of Agriculture, the University of Illinois, and the national and local associations of the retail meat dealers were on the program of the annual convention of the Retail Meat Dealers of the State of Illinois, held at Champaign, June 6 and 7.

Such well known retailers and national officers as William M. McGonigle of Cleveland, President of the National Association of Retail Meat Dealers; John A. Kotal, secretary, and John T. Russell, both from Chicago; Emil Priebe, National Financial Secretary, and Joseph F. Seng, past national president, both of Milwaukee; and Fred Graham, President, Central Branch, Chicago Retail Meat Dealers, were some of those actively interested at the convention.

Aside from the retail speakers, John C. Cutting, Director of the Department of Retail Merchandising of the Institute, also spoke. His subject was "Sell Meat For Health's Sake." Others on the program were Prof. Sleeter Bull, of the Department of Animal Husbandry of the University of Illinois; W. C. Davis, marketing specialist of the U. S. Bureau of Agricultural Economics; R. C. Pollock, managing director of the National Live Stock and Meat Board; and Dean H. W. Mumford, of the College of Agriculture of the state University. The two day session was well attended.

The following officers were elected for the ensuing year:

President, Adolph J. Kaiser, Chicago.

First vice president, J. E. McGinty, Champaign; 2nd vice president, J. C. Adler, Joliet; 3rd vice president, J. Sexton, Springfield; 4th vice president, C. E. Whalstrand, Moline.

Secretary, John A. Kotal, Chicago.

Treasurer, Paul Eklund, Rockford.

Trustees: Wm. Hassell, Chicago; Robt. Berkenmaier, Quincy; Wm. Scholz, Pana; Bert Wallace, Decatur; S. Ochsenschlager, Aurora.

### Meet the Meat Man

Here's where he tells you things that will help you to make more money.

### How to Speed Up Collections

By John C. Cutting, Director Department of Retail Merchandising, Institute of American Meat Packers.

"Tis Michael O'Toole, himself," said Cassidy, the packer salesman, as he gripped the hand of the proprietor of O'Toole's Fancy Meat Market.

"You're lookin' at nobody else but," replied O'Toole, as he gazed sadly at a list of names on his ledger.

"Why all the gloom, O'Toole?" asked Cassidy. "You seem about as happy as an undertaker without a hearse."

"Tis these dead-beats!" O'Toole ran his fat fore-finger down the page of the ledger. "All of them owes me money. Sure, an' it's good meats they all bought, too."

"Oh, if I was only in the furniture business. If they didn't pay, I could drive up my truck and take the rocking chair out from under them; or the stove out of the kitchen; or—"

"Sure, an' if you sold these people carpets you could give them a good beatin' eh what?" Cassidy had a ready tongue. "But, remember this, Michael, you're not sellin' furniture, nor carpets, nor anything but meat. An' it's about collecting these debts you should be worryin'."

"An' plinty it is I am, Dennis." O'Toole seemed almost on the verge of tears.

"Buck up, my good man," said Cassidy, as he laid a Celtic arm over the ox-like shoulders of his fellow Harp. "You're not alone in your troubles, and—"

"Tis a good talker you are, Dennis," interrupted the retailer, "but it isn't sympathy I need, it's—"

"An' I'm after givin' that to you now, Michael," replied Cassidy. "Do you know, Michael, that the retailers of this country asked more than 96,000 questions last year about their business?"

"An' what of it?" cut in O'Toole.

"These 96,000 questions were divided among 25 leading problems of their merchandising," continued Dennis. "Which question do you think headed the list, Mike?" he asked.

"Sure, an' I don't know," replied the patient dealer.

"How to collect past-due accounts" headed the list," replied Dennis. "More dealers wanted to know how to solve this problem than any other question. And, not only that, but—"

"That's all right, too," said O'Toole, "but what does it get me?"

"Tell me, O'Toole, did you ever write any of these people a letter, asking them for the amount due you?"

"Tis just what I did a week ago, Dennis."

"Well, write another letter. The next one a good deal stronger." Cassidy was warming up to his subject. "Look here, you big lump of Celtic sod, let me draft you a plan to get that money."

"First, we'll write five different letters, and have them ready. The last one will be so hot it will singe the beards off

cough-drop cartons. This last letter should be registered and the envelopes marked 'Return Receipt Demanded,' so that delivery may be certain. Then, again, should the debtor have moved, this will give you his new address.

"The main reason, however, is purely psychological—it shows the debtor that you mean business and that prompt action on his part is absolutely necessary if he wishes to avoid unpleasant consequences."

"Thanks, Cassidy, for that help." O'Toole was duly grateful. "Wait a minute, Dennis. Here's a letter from one of them now. Begorra, she sent me a check. Heaven' be praised! Say, make that two more chucks."

(More adventures of Cassidy and O'Toole will appear in an early issue of THE NATIONAL PROVISIONER.)

### LOCAL AND PERSONAL.

A new meat market and grocery has been opened at 703 West Fifteenth street, Ft. Worth, Tex., by A. E. Carter.

T. M. Reddin has sold his meat market and grocery at 211 S. Main street, Bristow, Okla., to Mitchell and Fred Shibley.

James Feese has sold his meat market and grocery in Waynesboro, Pa., to Roy Wishard.

Joseph Rhea has sold his interests in the Star Market and Grocery in Childress, Tex., to his partner, Jess Sparkman.

Harry and Grover Shick have sold their meat market at 813 South Main street, Elkhart, Ind., to Ray Messick and Ben Julier.

George Roberts has sold his meat market in Peekskill, N. Y., to Charles H. McCann.

A new meat market has been opened at Grand avenue and Jackson street, Waukegan, Ill., by John P. Haese.

A new meat market has been opened in Plymouth, Mich., by Roy Mackey.

Joseph Quinn has purchased the Warrenton Meat Market in Warrenton, Ore.

Vern Vowles has sold his meat market in Tooele, Utah, to Robert H. Lawrence.

Richard Beiers' meat market in Rockford, Minn., was recently destroyed by fire.

The Bollom Meat Market in Blair, Wis., has been leased to H. J. Schansberg.

Johnson & Brandt have sold their City Meat Market in Fairmont, Minn., to John Mattson and Rudolph Wallin.

J. W. Bodine has sold his meat market in St. Francis, Minn., to Thomas Jobs.

A. Wagner has purchased the Richmond Market, 4121 California St., San Francisco, Cal., from G. A. Graber.

Manuel A. Vargas has purchased the meat market and grocery at 2603 Humboldt Ave., Oakland, Cal., from E. M. Marcoux.

The McDowell Grocery in Ellensburg, Wash., is adding a meat department.

The Glens Ferry Meat Co. has engaged in business in Glens Ferry, Ida.

The Third Street Market in Moscow, Ida., has been purchased by the Hagen & Cushing Packing Co. from Fred Gritman.

Fred Kasemeyer has purchased the Metropole Meat Market in Gooding, Ida., from the Gem State Packing Co.

John T. Peterson and C. G. Keetsch have purchased the business of the Hoff Meat Market Co. in Montpelier, Ida.

O. F. Deem has purchased the Chicago Meat Market in Galena, Kas., at 410 Main street.

The meat market of C. B. Bivins in Tribune, Kas., has been destroyed by fire.

F. C. Burnside and J. S. Williamson have opened a meat market on South 4th street, Wilson, Okla.

E. L. Brown, of the Brown Grocery & Market, Newkirk, Okla., has sold the grocery department.

# New York Section

D. J. Donohue, casing department, Cudahy Packing Company, was in New York.

T. G. Lee, vice-president of Armour and Company, Chicago, was in New York during the week.

H. L. Skellinger, district manager of Wilson & Company in New York, is on a business trip to Chicago.

James D. Cooney, legal department, and James Clark, Wilson & Company, Chicago, spent a few days in the city this week.

Mr. and Mrs. E. A. Cudahy, Jr., arrived in New York on the SS Paris on Wednesday morning. They left later in the afternoon for their home in Chicago.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending June 5, 1926: Meat—Manhattan, 20 lbs.; Brooklyn, 21 lbs.; total, 41 lbs. Poultry and game—Brooklyn, 20 lbs.

The National Butchers' & Packers' Supply Association will hold two zone conventions during the month of June. The first will be Zone 2, which will hold its sessions at the Hotel Sherman, Chicago

on June 17th. Zone 3 will have its sessions at Hotel Muhlbach, Kansas City, on June 23 and 24. These conventions are for active members. Zone 2 will bring together those members from Pittsburgh, Cleveland, Chicago, Cincinnati and other cities in that section. Zone 3 will include members from St. Louis, Kansas City, Denver, St. Joseph and other mid-western cities.

Gertrude Ederle sailed on the Berengaria on Wednesday of last week for a new attempt to swim the English channel. It will be remembered that Miss Ederle, who is only nineteen years old, made her first attempt to swim the channel last year, but was defeated only six and one-half miles from Dover. However, it is said that no other swimmer ever showed the speed that she displayed. She is accompanied by her father, Henry Ederle, who is well known in the meat trade in New York City, and her sister, Miss Julia Harpman, of the staff of the Chicago Tribune newspaper syndicate. Westbrook Pegler of the Chicago Tribune and Arthur S. Sorenson of Pacific and Atlantic Photos are also in the party. They expect to arrive in Cherbourg on June 8th and will proceed immediately to Paris. The good wishes of the meat trade are with Miss Ederle, the popular daughter of a New York butcher, in her attempt to be the first woman to swim the English channel.

## Among the Master Butchers

Due to a number of its members attending the convention of the State Association next week, Ye Olde New York Branch, New York State Association of Retail Meat Dealers, has postponed its meeting until Tuesday, June 29th. During July and August there will be but one meeting in each month.

The trade will regret to learn that Robert Ehrenreich of the American Market, and an active member of the Bronx Branch, New York State Association of Retail Meat Dealers, has been confined to his home through illness for the past few weeks. Mrs. Ehrenreich is seeing to it, however, that he will be entirely recovered by June 13th in order that he may attend the state convention.

The members of the South Brooklyn Branch, New York State Association of Retail Meat Dealers, were agreeably surprised on Tuesday evening of last week by the visit of Frank P. Burck, chairman of the New York Meat Council. There was a very good attendance and matters of much importance to the Branch in particular and to the membership at large were discussed. The "smokes" were on Mr. Burck, and were enjoyed by all present.

The final business meeting of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, was held on Wednesday afternoon of last week. One of the principal topics of discussion was the convention of the State Association and the number likely to attend. The matter of an outing during the summer was discussed, and it was decided that the best plan would be for the members to arrange for auto picnics. Plans for a very active fall and winter season, both as to social and business meetings, are under way.

A very good time was enjoyed by "the gang" last Sunday, June 6th, when Mr. and Mrs. R. Schumacher celebrated the 17th anniversary of their wedding at their home. In order that there would be plenty of everything, everybody worked, including Father, Mother, brother Val and son Harold. Mrs. Schumacher was another one who thought she could "put it over" on "the gang," and was greatly surprised when presented with a beautiful silver serving tray with creamer and sugar. Mr. Schumacher is ex-president of the Bronx Branch and Mrs. Schumacher is an active member of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers. Among those present in addition to Mr. and Mrs. Schumacher and their son, Harold, were: Mr. Val Paul, State President, and Mrs. Fred Hirsch, Chairman of the New York Meat Council; Mrs. Frank P. Burck, president of the Ladies' Auxiliary; William Ziegler, Mr. and Mrs. George Anselm, Mr. and Mrs. A. DiMatteo, Mr. and Mrs. Charles Hembdt, Mr. and Mrs. O. Schaefer.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, June 10, 1926, as follows:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$15.50@16.50	\$16.00@16.50	\$16.00@17.50	15.00@15.50
Good	14.50@15.50	15.00@16.00	15.00@16.50	
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	16.50@17.00		16.50@18.00	16.50@17.00
Good	14.50@16.50		15.00@16.50	15.00@16.00
STEERS (All Weights):				
Medium	13.00@14.50	14.00@15.00	13.50@15.00	14.00@15.00
Common	11.00@12.50	13.00@14.00	12.00@13.50	12.00@13.50
COWS:				
Good	13.00@14.00	13.50@14.50	13.00@14.50	13.50@14.00
Medium	11.50@13.00	12.50@13.50	12.50@13.50	12.50@13.50
Common	10.00@11.50	11.50@12.50	11.50@12.50	11.00@12.00
Fresh Veal (1):				
VEALERS:				
Choice	20.00@22.00		21.00@23.00	19.00@21.00
Good	18.00@20.00		18.00@21.00	16.00@18.00
Medium	16.00@18.00	16.00@17.00	16.00@18.00	14.00@16.00
Common	15.00@16.00	15.00@16.00	15.00@16.00	
CALF CARCASSES (2):				
Choice			17.00@19.00	15.00@16.00
Good			14.00@16.00	14.00@15.00
Medium	13.00@14.00	14.00@16.00	13.00@14.00	12.00@14.00
Common	11.00@13.00	11.00@14.00		
Fresh Lamb and Mutton:				
Spring Lamb (Gd. Ch.)	33.00@36.00	34.00@36.00	35.00@37.00	33.00@36.00
Spring Lamb (Medium)	29.00@31.00	30.00@34.00	32.00@35.00	30.00@32.00
Spring Lamb (Common)	26.00@29.00	26.00@30.00	29.00@32.00	25.00@29.00
LAMB (30-42 lbs.):				
Choice	31.00@32.00	33.00@35.00	31.00@33.00	
Good	30.00@31.00	32.00@34.00	30.00@32.00	
LAMB (42-55 lbs.):				
Choice		33.00@35.00	30.00@32.00	
Good		32.00@34.00	29.00@31.00	
LAMB (All Weights):				
Medium	28.00@30.00	27.00@30.00	28.00@31.00	
Common	26.00@28.00			
MUTTON (Ewes):				
Good	13.00@15.00	16.00@19.00	15.00@17.00	15.00@16.00
Medium	11.00@13.00	14.00@17.00	13.00@15.00	14.00@15.00
Common	10.00@11.00	12.00@14.00	10.00@13.00	12.00@14.00
Fresh Pork Outs:				
LOINS:				
8-10 lb. av.	29.00@31.00	28.50@30.00	29.50@31.00	30.00@32.00
10-12 lb. av.	28.00@29.00	27.50@29.00	28.50@30.00	29.00@31.00
12-15 lb. av.	26.00@28.00	25.50@28.00	27.00@28.00	27.00@29.00
15-18 lb. av.	23.50@24.00	23.00@25.50	23.00@27.00	26.00@27.00
18-22 lb. av.	22.00@23.50	23.00@25.00	25.00@26.00	25.00@26.00
SHOULDERS:				
N. Y. Style: Skinned	19.00@21.00		21.00@22.00	21.00@22.00
PICNICS:				
4-6 lb. av.		22.00@23.00		
6-8 lb. av.		21.00@22.00	19.00@20.00	20.00@20.50
BUTTS: Boston Style	25.00@26.00		25.00@27.00	25.00@27.00
SPARE RIBS: Half Sheets	16.00@17.00			
TRIMMINGS:				
Regular	13.00@13.50			
Lean	21.00@23.00			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

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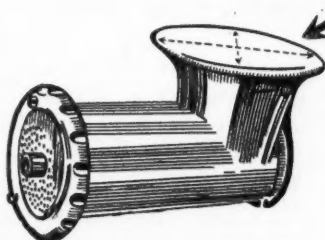
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# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$0.75@10.50
Cows, canners and cutters	3.25@ 4.15
Bulls, bologna	5.50@ 6.10

## LIVE CALVES.

Calves, top	@15.50
Calves, culls, per 100 lbs.	8.50@ 9.75

## LIVE SHEEP AND LAMBS.

Spring lambs	@19.00
Sheep	5.50@ 8.00

## LIVE HOGS.

Hogs, heavy	14.35@14.50
Hogs, medium	15.00@15.25
Hogs, 160 lbs.	15.25@15.40
Hogs, 140 lbs.	15.40@15.50
Pigs, under 80 pounds	15.75@15.85
Roughs	12.50@13.25
Good Roughs	@13.50

## DRESSED HOGS.

Hogs, heavy	@22
Hogs, 180 lbs.	@22%
Hogs, 160 lbs.	@22%
Pigs, 80 lbs.	@23%
Pigs, under 40 lbs.	@23%

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy	.18 @19
Choice, native, light	.18 @19
Native, common to fair	.16½@17½

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.16 @17
Native choice yearlings, 400@600 lbs.	.16½@18
Western steers, 600@800 lbs.	.15 @16
Texas steers, 600@800 lbs.	.12½@14½
Good to choice heifers	.15½@16½
Good to choice cows	.14 @15
Common to fair cows	.11 @13
Fresh bologna bulls	.11 @12

## BEEF CUTS.

	Western.	City.
No. 1 ribs	.22 @23	23 @25
No. 2 ribs	.18 @20	20 @22
No. 3 ribs	.16 @18	18 @19
No. 1 loins	.26 @28	30 @32
No. 2 loins	.22 @24	26 @28
No. 3 loins	.18 @20	24 @26
No. 1 hinds and ribs	.21 @23	21½@24
No. 2 hinds and ribs	.19 @20	20 @21
No. 3 hinds and ribs	.16 @18	18½@19½
No. 1 rounds	.18 @19	18 @19
No. 2 rounds	.16 @17	16 @17
No. 3 rounds	.12 @13	15 @16
No. 1 chucks	.12 @13	13 @14
No. 2 chucks	.11 @12	12 @13
No. 3 chucks	.9 @10	10 @11
Bolognas	@ 6	12 @12½
Rolls, reg., 6@8 lbs. avg.	.22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	.17 @18	17 @18
Tenderloins, 4@5 lbs. avg.	.60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	.80 @90	80 @90
Shoulder clods	.10 @11	10 @11

## DRESSED CALVES.

Prime	.22 @24
Choice	.20 @22
Good	.16 @18
Medium	.14 @15

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	.36 @38
Good lambs	.32 @34
Lambs, poor grade	.25 @28
Sheep, choice	.18 @20
Sheep, medium to good	.15 @17
Sheep, culls	.12 @13

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	.32 @33
Hams, 10@12 lbs. avg.	.31 @32
Hams, 12@14 lbs. avg.	.30 @31
Picnics, 4@6 lbs. avg.	.23 @24
Picnics, 6@8 lbs. avg.	.21 @22
Rollettes, 6@8 lbs. avg.	.22 @23
Beef, tongue, light	.27 @28
Beef tongue, heavy	.29 @30
Bacon, boneless, Western	.31 @32
Bacon, boneless, city	.28 @29
Pickled bellies, 10@12 lbs. avg.	.23 @25

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	.29 @30
Pork tenderloins, fresh	.45 @50
Pork tenderloins, frozen	.30 @35
Shoulders, city, 10@12 lbs. avg.	.21 @22
Shoulders, Western, 10@12 lbs. avg.	.21 @22
Butts, boneless, Western	.20 @21
Butts, regular, Western	.25 @26
Hams, city, fresh, 6@10 lbs. avg.	.30 @31
Hams, Western, fresh, 10@12 lbs. avg.	.30 @31
Picnic hams, Western, fresh, 6@8 lbs. avg.	.18 @19
Pork trimmings, extra lean	.24 @25
Pork trimmings, regular 50% lean	.15 @16
Spare ribs, fresh	.16 @17
Leaf lard, raw	.15 @16

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00@ 50.00
Striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed.	@80c	a pound
Fresh steer tongues, l. c. trim'd	@40c	a pound
Sweetbreads, beef	@70c	a pound
Sweetbreads, veal	1.00	a pair
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@20c	a pound
Oxtails	@12c	a pound
Hearts, beef	@10c	a pound
Beef hanging tenders	@20c	a pound
Lamb fries	@10c	a pair

## BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4½
Edible suet	@ 5½
Cond. suet	@ 5
Bones	@20

## SPICES.

	Whole.	Ground.
Pepper, white	.36	.39
Pepper, black	.20½	.20½
Pepper, Cayenne	.12	.19
Pepper, red	.21	.21
Allspice	.16	.18
Cinnamon	.13	.16
Coriander	.6	.9
Cloves	.27	.32
Ginger	.20	.20
Mace	1.15	1.25
Nutmeg		.54

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	.18	2.00	2.05	2.25	3.00
Prime No. 2 Veals	.16	1.80	1.80	2.00	2.75
Buttermilk No. 1	.15	1.65	1.70	1.90	...
Buttermilk No. 2	.13	1.45	1.45	1.65	...
Branded grubby	.10	1.05	1.05	1.25	1.55
Number 3	...	...	...	...	...

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6½c	6½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal saltpetre	8½c	8½c
Double refined nitrate soda, granulated	4½c	4c
In 25 barrel lots		
Double refined saltpetre, granulated	6½c	6c
Double refined saltpetre, small crystal	7½c	7½c
Double refined saltpetre, large crystal	8½c	8c
Double refined nitrate soda, granulated	4c	3½c
Carload lots:		
Double refined saltpetre, granulated	6c	5½c
Double refined nitrate soda, granulated	3½c	3½c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	.31 @34
Western, 55 to 59 lbs. to dozen, lb.	.31 @34
Western, 43 to 47 lbs. to dozen, lb.	.32 @35
Western, 36 to 42 lbs. to dozen, lb.	.32 @35
Western, 30 to 35 lbs. to dozen, lb.	.32 @34
Fowls—fresh—dry packed—prime to fey—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@35
Western, 55 to 59 lbs. to dozen, lb.	@35

Western, 43 to 47 lbs. to dozen, lb.	@36
Western, 36 to 42 lbs. to dozen, lb.	@36
Western, 30 to 35 lbs. to dozen, lb.	@35

Fowls—frozen—dry picked—barrels—prime to good:	
Western, 60 to 65 lbs., lb.	.31 @32
Western, 55 to 59 lbs., lb.	.31 @33
Western, 43 to 47 lbs., lb.	.32 @34
Western, 30 to 35 lbs., lb.	.31 @33
Under 30 lbs. to dozen	.29 @31

Ducks—	
Long Islands, No. 1, bbls.	@26

Squabs—	
Prime, white, per lb.	@ .55
Prime, dark, per dozen	2.50@3.50

## LIVE POULTRY.

Broilers, colored, large, via express, lb.	@40
Ducks, other nearby, via express	@25
Pigeons, per pair, via freight or express	@45
Gulueas, per pair, via freight or express	@80

## BUTTER.

Creamery, extras (92 score)	.41 @41½
Creamery, firsts (90 to 91 score)	.39½@40½
Creamery, seconds	.36½@37½
Creamery, lower grades	.35 @36

## EGGS.

Extras, per dozen	.33½@34½
Extra firsts	.22 @33
Firsts	.30½@31½
Checks	.27 @28½

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.	@2.50
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@2.55
Blood, dried 15-16% per unit	@3.40
Fish scrap, dried 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	4.00@ 10c
Fish guano, foreign, 13½% ammonia, 10% B. P. L.	4.00@ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50@ 50c
Soda Nitrate, in bags, 100 lbs. spot	@2.57½
Soda Nitrate, in bags, July	@2.23
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.50@10c
Tankage, unground, 9@10% ammonia	3.00@ 10c

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@33.00
Bone meal, raw, 4½ and 50 bags, per ton	@36.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.00

#### Potash.

Manure salt, 20% bulk, per ton	@11.00
Kalnit, 12.4% bulk, per ton	@ 8.00
Muriate in bags, basis 80%, per ton	@32.50
Sulphate in bags, basis 90%, per ton	@43.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending June 3, 1926:

	May	28	29	31 June 1	2	3
Chicago	.39½	.39½	Holiday 39	.39½	.40	.40
New York	.41	.41	Holiday 40½	.40½	.41	.41
Boston	.41½	.41½	Holiday 41	.41	.40½	.40½
Philadelphia	.42	.42	Holiday 41	.41	.42	.42

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

39% 39% Holiday 39½ 39% 40	
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1925.
Chicago	49,611	63,174	72,958	1,294,425
New York	66,895	74,783	75,999	1,436,108
Boston	20,291	22,066	27,247	455,326
Philadelphia	18,372	19,255	21,549	445,337

Total . . . 155,169 179,278 197,753 3,631,196 3,469,279

Cold storage movement (lbs.):

	In June 3	Out June 3	On hand June 4	Same week day last year.
Chicago	706,873	15,251	9,002,649	4,777,628
New York	368,300	75,190	4,898,995	1,543,332
Boston	176,997	22,083	1,802,584	1,411,573
Philadelphia	111,905	9,353	2,088,502	933,021
Total	1,364,075	121,877	17,792,730	8,665,554

